

THE Publishers' Weekly

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No. 11

SPRING ANNOUNCEMENTS

1925



A COMPLETE INDEX
of the new books (February to June) entered
by author, title and series



*The publishers' advertisements with descriptive
notes are alphabetically arranged
for easy reference*

Bookfinding for Bookbuyers

The quarterly indexes of forthcoming books enable booksellers to quickly fill orders

When a customer asks for an unfamiliar title, it is most often a current publication which is just receiving advance notice. The customer knows the author and title, (often-times only the title), and rarely the name of the publisher or the price.

The quarterly indexes supplied by **The Publishers' Weekly** are the means of locating the publisher, quoting the price and securing the order. Every dealer in books should keep this series on the reference desk.

Look first in the current index, for the author's name, if known. The author entry is in bold face type and is more complete in details than the title entry.

If the author's name is not known or, perhaps, received incorrectly, try the title index. Titles are listed under the first or principal word.

If it is not a book of the current season the previous issues of the Announcement Indexes will locate it.

These indexes includes the books of all publishers from whom data can be had after a systematic canvass.

The Spring Index, repeats from the Mid-Winter Index the important titles of January and February, and includes all publications for March, April, May and June.

Valuable descriptive matter on featured titles will be found in the publishers' advertising pages which has been arranged alphabetically by publisher for convenient reference use. These descriptive notes are valuable selling talk.

ABINGDON

SUFFICIENT MINISTERS

By Joseph M. M. Gray

"In all these pages one sees flashes of revealing light from the lives and spirits of those who have 'kept the soul of the world alive' through pioneer days when the republic was in its early making down to this hour when it is in its later and probably its more critical period."—Bishop William F. McDowell.

Net, \$1.00, postpaid

THE POLITICAL AWAKENING OF THE EAST

Studies of Political Progress in Egypt, India, China, Japan and the Philippines

By George Matthew Dutcher

The political developments in the eastern lands are assuming increasing importance in the unfolding of world history. Professor Dutcher had the great advantage of personal observation in the countries of which his lectures treat.

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By James M. Campbell

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By Philip Henry Lotz

This study begins with a consideration of the historical aspects of the movement for week-day religious instruction, and proceeds in a remarkably thorough fashion, to present a vast accumulation of valuable information regarding its adaptation to the demands of the pedagogical program of today.

Net, \$2.00; by mail, \$2.20

OUT INTO LIFE

By Douglas Horton

A handbook for young men facing the choice of a vocation. Its object is to meet the need of young men at the time they are forming their practical philosophy of life.

Four charts. Net, \$1.25; by mail, \$1.35.

OUT-OF-DOORS WITH JESUS

By Bishop William A. Quayle

A group of sermons centering in the out-of-door associations and intimations of Jesus, with no attempt to make a theological study based upon his teachings and life.

Net, \$1.50, postpaid

THE HEARTHSTONE LEAGUE

By Bishop Adna W. Leonard

The book is the representative of the Hearthstone League—a movement but not an organization—whose purpose is the enrichment of the religious life of the home and the deepening of the spiritual life of the pastor and people through intercessory prayer.

Net, \$1.00, postpaid

KINDERGARTEN METHOD IN THE CHURCH SCHOOL

By Edna Dean Baker

Teachers and beginners in the Church School, of little children in the public kindergarten, and of those who attend the week-day Church Kindergarten will find this book to be the work of a master in this field. Illustrated.

Net, \$1.50; by mail, \$1.65

A BOOK OF ORIGINAL PARTIES

By Ethel Owen

A book containing programs for twelve recreational occasions which will without doubt fit very happily into the requirements of those who are planning entertainments for young people in the church, home, or elsewhere. Illustrated.

Net, 75 cents, postpaid

PLUM BLOSSOMS AND OTHER PLAYS

By Elisabeth Edland

In this set of plays for intermediate and junior groups Miss Edland has again disclosed an understanding mind with reference to the matter of the adaptation of the dramatic principle to the attention and capacity of childhood and youth. Illustrated.

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1825—Appleton Centennial Year—1925

APPLETON SPRING LIST

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new novel shows her writing at the height of her powers a story of society in America today. After "Old New York" comes this study of the social scene today as setting for a tense narrative. A great book by Edith Wharton.

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is the story of Kate Clephane; of how after years of "exile" from society she returned to intense happiness with her lovely daughter; and of how out of the mother's past appears the man who now seeks the daughter's love. \$2.00.

EMERSON HOUGH'S**The Ship of Souls**

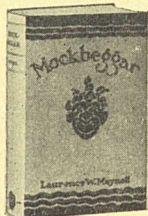
The author of "The Covered Wagon" in this new novel tells a vigorous story of the far North and the adventures of the pioneers of today. Third printing. \$2.00.

Fiction**GEORGE GIBBS'****The Love of Monsieur**

Mr. Gibbs takes you to the England of King Charles and the perils of the Spanish Main in a tale of romance and adventure that is proving very popular. Fourth printing. \$2.00.

LAURENCE W. MEYNELL'S**Mockbeggar**

A salvo of critical acclaim has greeted "Mockbeggar" — the cleverest novel of the year. Everyone is reading it, delighting in its epigrams. "Has an almost uncanny insight into the human heart."—N. Y. Times. Third printing. \$2.00.

**JEAN COCTEAU'S****Thomas the Impostor**

A novel of peculiar brilliancy; the story of a young fellow who is lovable, heroic and a liar as well. Thomas is being called a second D'Artagnan. Second printing. \$1.75.

**NATALIE SUMNER LINCOLN'S****The Missing Initial**

This popular writer does well by her admirers in this striking mystery story. She has never had a more baffling plot than this of finding who stabbed Clifford Burton in the back. May. \$1.75.

DOROTHY À BECKETT TERRELL'S**Last Year's Nest**

This novel has a very strong appeal. Its theme is an interesting one, the events following on an older woman's marriage to a young man the age of her charming young daughter. Second printing. \$2.00.

D. APPLETON & COMPANY

35 W. 32d Street,
New York

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London

1825 — Appleton Centennial Year — 1925

APPLETON SPRING LIST

1925 is the Centennial Year of the firm of D. Appleton and Company. The date 1825 marked the beginning of the history of the house, when Daniel Appleton opened his store in New York in which the book department soon became the dominant feature. For 100 years the Appleton books tradition has continued, and the opening of their second century finds the firm with a notable history behind them and an ever-broadening field of activity their present policy. The occasion of the centennial is marked by the publication of an interesting volume containing a biographical sketch of the late Mr. William Worthen Appleton, written by Grant Overton, and a short history of the house. A complimentary copy of this book, "Portrait of a Publisher," will be sent free upon request to any bookseller. The published price is \$1.00.

J. C. SNAITH'S**Thus Far**

The author of "The Unde-feated" and other popular novels has in this novel written a thrilling story of a scientist's creation of a superman—an in-human horror whose crimes and punishment are superb fiction material. May. \$2.00.

**WILLIAM AVERILL
STOWELL'S****The Mystery of the
Singing Walls**

A very ingenious mystery story in which there is no time to hunt for clues, as in the house where the murder is committed things happen in rapid succession to thrill and mystify the reader. April 3. \$2.00.

**LAURIE YORK
ERSKINE'S****The Confidence Man**

An entertaining novel of the way of the crook and of how the "Great" Corvan came up against the influence of the right girl. A story of a crooked path that became straight. Second printing. \$2.00.

Fiction**Best Sellers!**

ARIEL—The Life of Shelley, by André Maurois. 14 large printings. \$2.50.

RUGGED WATER, by Joseph C. Lincoln. Is proving its author's biggest success. \$2.00.

NINA, the newest Novel by Susan Ertz. \$2.00.

MADAME CLAIRE, by Susan Ertz. \$2.00.

MOTHER MASON, by Bess Streeter Aldrich. \$1.75.

**D. APPLETON
& COMPANY**

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London

**HUGH MACNAIR
KAHLER and
DONALD GRANT
HERRING'S**
MacIvor's Folly

A romance of adventure and character in the Carolina sandhills. Presents an interesting contrast in the man MacIvor's struggle against the careless ways of the region. \$2.00.

**GORDON HALL
GEROULD'S**
**A Midsummer
Mystery**

A United States Senator is murdered in the shadow of the National Capitol—a crime which Mr. Gerould develops into an absorbing detective novel. March 20. \$1.75.

**RUTH COMFORT
MITCHELL'S**
A White Stone

This novel of a plain girl who developed into a delightful woman is a strong love story. Of great appeal is the background in the great open spaces of the West. \$2.00.

1825 — Appleton Centennial Year — 1925

APPLETON SPRING LIST

ROSAMUND NUGENT'S
Cobweb Palace

A gay romance of twentieth century youth. "A romance fraught with freshness and sophistication. Diverting."—New York Evening Post Literary Review. 2nd printing. \$2.00.

Fiction**IAN FERGUSON'S**
Mr. Kello

A powerful novel of witchcraft days in Scotland. An authentic picture of the time, and of how the witchhunting minister, Mr. Kello, himself became a victim of the persecution. \$2.00.

*Fiction for Men and Boys***RALPH HENRY BARBOUR'S**
Bases Full!

One of the finest Barbour books. It is a brisk story of baseball and displays all of its author's ability to make mighty exciting such a ball season as that of Wyndham School. \$1.75.

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The real thing in the way of a story of life at Annapolis. \$1.75.

**ROBERT F. SCHULKER'S**
Stormie the Dog Stealer

This is a "Seckatary" Hawkins story and presents the genial fat boy's investigation of the mystery of Stormie, a boy with an uncanny fascination for dogs. \$1.75.

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THE TERRIBLE WOMAN and Other One Act Plays, by Wilbur Daniel Steele. \$1.75.

THE ART OF MAKE-UP, by Helena Chalmers. \$2.00.

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The Hillsdale High Champions

Basketball is the big interest in this story of high school days. Mr. Silvers writes of sports and school-life as they really are. The County Championship is the big goal of the lads in this story. \$1.75.

A story for Girls
GLADYS BLAKE'S
The Mysterious Tutor

Girls will delight in this story of life on a Southern plantation and of some girls' and boys' hunt for a buried treasure. \$1.75.

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1825 — Appleton Centennial Year — 1925

APPLETON SPRING LIST

General Books

ROBERT LYND'S

The Peal of Bells

Superb essays, among the finest of the season, dealing with everything from patent medicines to ancestors. \$2.00.



Robert Lynd

ZONA GALE'S

Mister Pitt

The author of the Pulitzer Prize Play, "Miss Lulu Bett," here has written a splendid three act play of small-town life. March 20. \$2.00.

GEORGE GIBBS'

How to Stay Married

This novelist investigates the married state. Really a delicious story of young married life. March 20. \$1.50.

Other Interesting Titles

AN ENCYCLOPEDIA OF THE VIO-LIN, by Alberto Bachmann. \$5.00.

CAMPS—Log Cabins, Lodges and Club-houses, by F. E. Brimmer. \$2.00.

UNKNOWN TRIBES — UN-CHARTED SEAS, by Lady Richmond Brown. \$5.00.

THE PHILOSOPHY OF WITCHCRAFT, by Ian Ferguson. \$2.50.

THE KIPLING COUNTRY, by R. Thurston Hopkins. \$3.50.

CHAUCEER'S NUNS and Other Essays, by Sister M. Madeleva. \$1.50.

CAMPING OUT, by Warren H. Miller. \$2.50.

THE BOY AND HIS FUTURE, by Nicholas Ricciardi. \$1.25.

MUSKELLUNGE FISHING, by Ben C. Robinson. \$2.00.

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IRENE HUNTER'S Anthology

American Mystical Verse

Preface by Zona Gale. A unique and beautiful anthology of American verse. March 20. \$2.00.

DR. RUSSELL L. CECIL'S

Colds

A book that gives authoritative and practical information for the layman on the cause, treatment, and prevention of colds. April. \$1.00.

BILL JOHNSTON'S

Second Joy Book

Over two thousand prime jokes, indexed and cross-indexed, on every sort of topic. Illustrated by Fontaine Fox. April. \$2.50.

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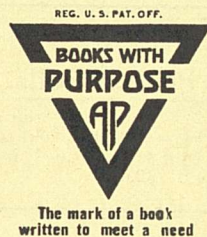
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PUBLISHERS

347 Madison Avenue

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"Atlantic Monthly Press Publications"

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The \$2,000 Hawes Prize Novel

The Scarlet Cockerel

By CLIFFORD M. SUBLETTE

This book has won the \$2,000 prize offered in memory of Charles Boardman Hawes, for an adventure tale of the same general character as the splendid stories of Mr. Hawes, author of *The Mutineers*, *The Great Quest*, and *The Dark Frigate*. This sixteenth-century novel of lively adventure in France and the New World is indeed a worthy successor to the work of Mr. Hawes.

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The Clutch of the Corsican

By ALFRED H. BILL

A stirring tale of the adventures of a group of Americans caught in France at the time of the Napoleonic wars.

Illustrated \$2.00

The Soul's Sincere Desire

By GLENN CLARK

When a portion of the material in this book appeared in the *Atlantic Monthly* the response was so tremendous that the entire edition of the magazine was sold at once and we received hundreds of requests to reprint it. This remarkable personal record is an important contribution to the religious thought of the day—particularly timely at the Lenten and Easter season.

\$2.00

Kelsey's Rural Guide

By DAVID STONE KELSEY

The noted authority on farm problems, in this book, answers the thousand and one questions constantly arising with those who live or hope to live in the country. A book full of glowing enthusiasm, sound knowledge and hard common sense.

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From Infancy to Childhood

By RICHARD M. SMITH, M.D.

The author's first book, *The Baby's First Two Years*, is a standard on the subject, and a host of parents will welcome this new book which continues the care of the child from two to six years old.

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Bucolic Beatitudes

By RUSTICUS

The peace and charm of rural life were never more engagingly described than in this book of whimsical wit and philosophy. Every essay-lover will want to read it aloud.

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The 8:45

By ROBERT M. GAY

Every commuter will chuckle in sympathy with the writer of this diary in which are recorded the amusing adventures of a young couple who begin married life in the suburbs.

Illustrated \$1.25

The Little Garden for Little Money

By KATE BREWSTER

The fifth volume in the popular *Little Garden Series*, edited by Mrs. Francis King. Illustrated \$1.75

COMPANIONSHIP

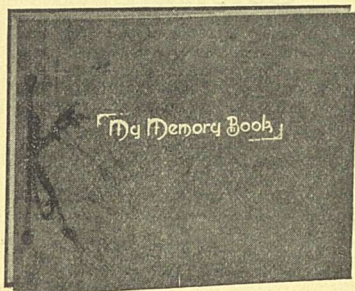
By ANNE CAMPBELL

Anne Campbell writes verses about the plain everyday American wife and mother in those easy and familiar terms which are customarily used by "you and me and ours" in ordinary conversation. Always humorous, homelike and happy, Anne Campbell can touch on the deepest things in life with delicate poignant touches which illumine for us the innermost secrets of our hearts.

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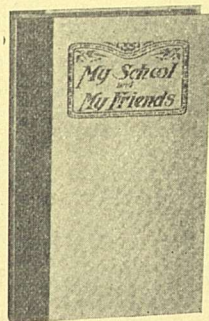
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Tapestry 2.50

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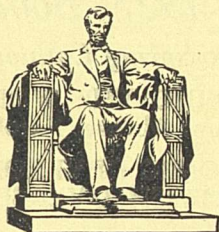
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ERNEST BRYANT HOAG

Authors of Our Fear Complexes

REST *and* GROW STRONG

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Takes us not only through the geographical Pyrenees, but the historical, political and legendary settings also, with a charming definiteness of local color. Lavishly illustrated.

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a new angle on the na-
tional agony of keep-
ing up with the neigh-
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frankness.

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less woman.

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Elizabethan period.

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Darrow, the famous
lawyer, is shown in this
charming idyll written
twenty years ago and
now republished at
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There is a Conrad Aiken
following and a new
audience as well for
this volume of stories.

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by Rose Macaulay

GOD'S STEPCHILDREN
by Sarah G. Millin

MINNIE FLYNN
by Frances Marion

**THE WAY OF ALL
EARTH**
by Edith Barnard Delano

GOLD BY GOLD
by Herbert S. Gorman

**THAT NICE YOUNG
COUPLE**
by Francis Hackett

LUCIENNE
by Jules Romains
Translated by WALDO FRANK

**REPLENISHING
JESSICA**
by Maxwell Bodenheim

THE WINDLESTRAW
by James Mills Whitham

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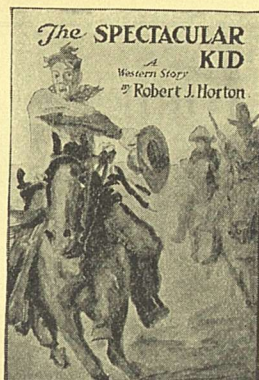
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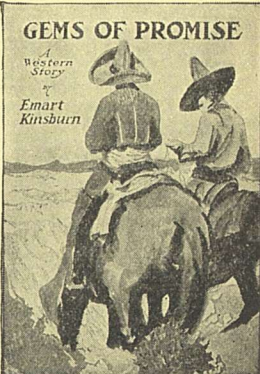
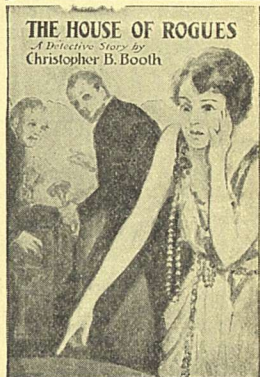
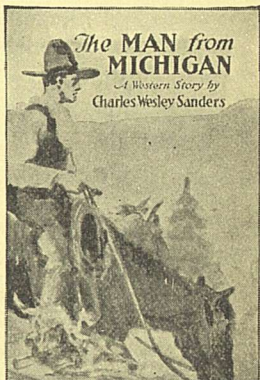
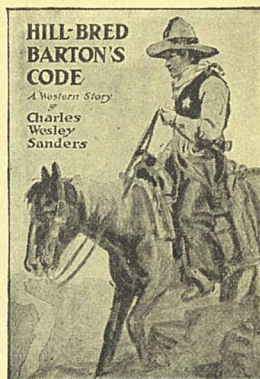
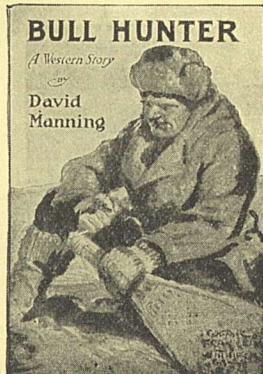
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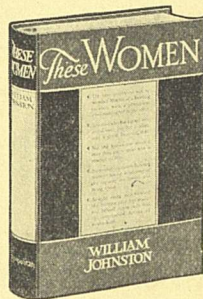
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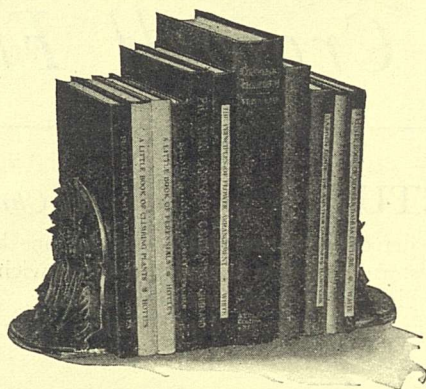
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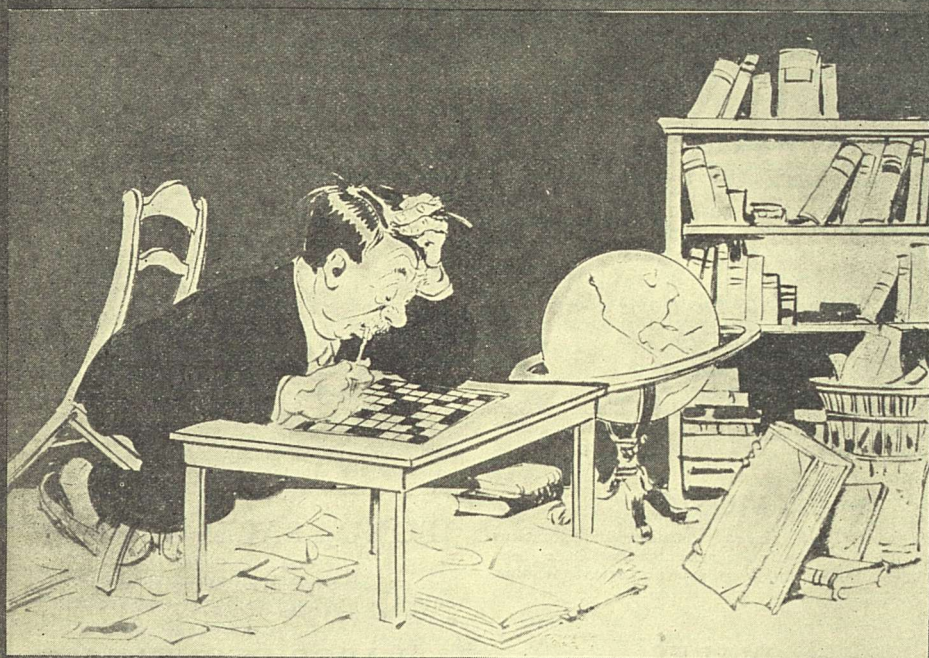
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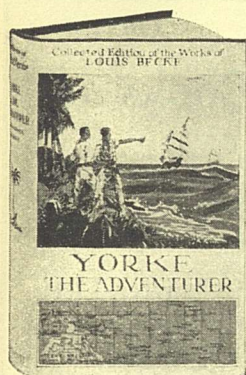
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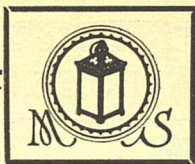
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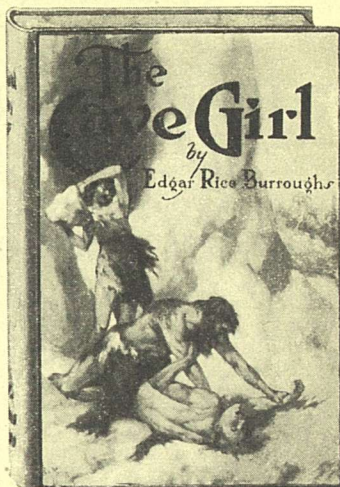
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The Book

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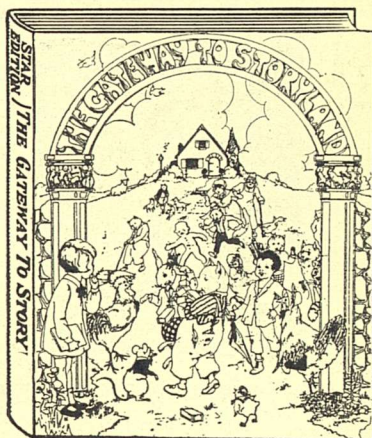
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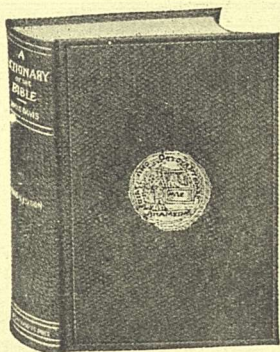
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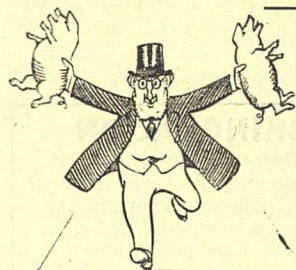
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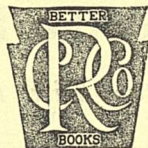
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Freedom Through Right Thinking. By Lewis C. Strang. New York: Roland Publishing Company.

COMMON SENSE is the outstanding characteristic of these metaphysical essays, which will be of importance to everybody who is interested in the question of the control of mind over body. And who is not—whether he be layman struggling in the bondage of the flesh, psycho-analytical physician seeking to free his patient from such bonds, or Christian Scientist claiming to have already attained this freedom?

The first essay is on the practical aspects of metaphysics, and Mr. Strang has set forth his theories for practical application. "By consistently multiplying one's ability to be intelligent under all circumstances and conditions," he tells us, "we can gain the only life worth seeking, for 'to think is to live.'" One must, however, think continuously, and for one's self, not heedless, responding to suggestions of habit and personal desire, nor yielding one's freedom of thought to the dictates of another's reasoning. "To believe that a thing is so because somebody—myself or another—says that it is so, is to forever shut one's self out from knowing that it is so." Man is an absolutely free agent and cannot be "influenced mentally or otherwise, apart from his own volition, desire and cooperation." It is a matter of individual choice, individual effort and achievement, individual responsibility. "There are two kinds of responsibility," he says. "There is personal responsibility, with its accompaniments of worry and fear regarding one's power to cope with the problems of life, and of rebellion and resentment because one has the problems to meet." And then this triumphant alternative, which he calls "The buoyant responsibility of conscious efficiency and strength, of moral courage and high resolve, of far-reaching interest in the solution of the life problem, and of doing a man's work toward achieving the solution."

Part of the real man's work, he assures us, is to throw off the old belief of inherited weaknesses and to realize that "the only evidence that really counts is the historical fact that man has, laboriously, but actually and consistently, dominated his heritage and environment." The man who revels in his own weaknesses, and takes lay place in laying the blame for his failures on his ancestors, will not like this, nor much else that Mr. Strang has to say on thought transference and inheritance.

Nor will the fundamentalists enjoy his concept of sin, which has nothing whatever to do with going to church or staying away, or with being a good or bad citizen, husband, wife, parent or neighbor "according to accepted customs." The cardinal sin, in the author's eyes, is the "generally indulged-in practice of not thinking—the common, human habit of being non-intellectual, unwise and ignorant, of being contentedly

non-creative and treading safely in the footsteps of the fathers, of following the routine of tradition and custom, of doing the things that always have been done, of believing the things that always have been believed, or mistaking prejudices for intelligent conclusions, of being without conviction because without discriminating thought processes."

The essays in this book cover varied subjects—sensuality, superstition, and false law, materia medica; ecclesiasticism—handled without bias toward any creed even that which he himself professes; an illuminating one speaks of clairvoyance and psychic phenomena, another of the practice of mental healing, there are two on metaphysical healing and many others containing things that will cause much astonishment, argument, from the lay member the psychiatrist and the Christian Scientist, but all having some sort of message for every modernist, and who is not, today, a modernist? For even those of us who cling to old traditions are appalled at the way our grasp is slipping, as our astounded eyes look on those who are throwing off the old tyrannies of Church or State and behold that they are in no way demons, but such people as the poet probably had in mind when he doubted not that "through the ages one increasing purpose runs, and the thoughts of men are broadened with the process of the suns," a prophecy in part fulfilled by Mr. Strang when setting forth his "idealistic concept of God, man and the universe." "I am not trying to convince the materialists," he says, "except those who are more than half convinced already—nor do I expect to bring the idolaters into the lockstep of conformity. My philosophy, such as it is, is but a stepping stone to the practical end that tremendous liberators meet—the exercising to an enlarged degree, with growing knowledge and understanding of what seems to me no more a distant idealism over all tyrannies and limitations."

Mr. Strang remarks in his introduction that he is a Christian Scientist, but that the views developed in his book are in no sense Christian Science. He expounds, in unassuming of the teachings of Mrs. Eddy. "How foolish it is," he states somewhere in his text and with characteristic tolerance, "to draw sectarian lines about the great fact of man's spiritual equality on human brotherhood, and then to pass judgments as if this sectarianism determined the truth and spiritual attainment is not the exclusive privilege of any school." After this reference in his preface to his own Christian Science background, in the twenty chapters which go to the making of this volume which, by the way is not the external sense, in its blending of dark-green watered silk its gold and silver threads, and its many true adjectives, however, seem to embody all of the best that this creed contains, and Mr. Strang has approached his subject from an impartial, broad-minded and highly colored point of view. He has thought for himself and given forth the result of such thinking in forceful phrases of crystalline English, refreshing free from trite and common quotations that generally close such works. Therefore, notwithstanding the depth of his subject, his essays are delightful reading, rich with spiritual truth and strong with common sense.

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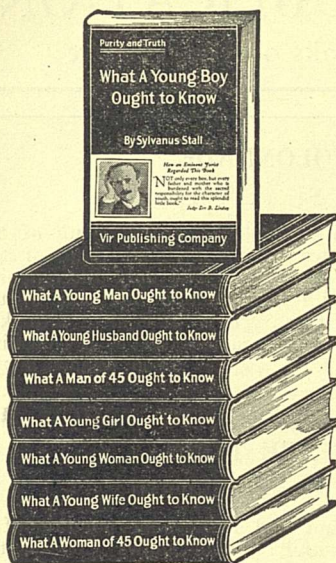
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The PUBLISHERS' WEEKLY

THE AMERICAN BOOK-TRADE JOURNAL

NEW YORK, MARCH 14, 1925

A Broad Church Program For Books

A Preacher Who Loves and Sells Books

ALL the leading preachers of America, so far as we can ascertain, are book lovers. More than that, they are voracious readers of the best books, knowing full well that only thus can they make themselves denizens of all countries, contemporaries of all ages. Chiefly, however, they read for themselves and to secure material for their addresses and sermons. Few recognize the eagerness of their friends to share with them some of those books that have so gratified their taste and helped them to better living. No doubt the neglect is due more to want of thought than want of heart. They do not mean to be selfish; it is largely because they lack a plan to invite others to the feast.

This is not the case in the First Methodist Episcopal Church of Kenosha, Wisconsin. The Pastor, Rev. E. Burns Martin, is a true disciple of John Wesley and Francis Asbury and the other great spiritual forbears of Methodism in this; he is always "recommending" the reading and purchase of worthwhile volumes to his church and community.

The church itself is notably alive and is given to the habit of successful endeavor in many spheres. A new building to cost half a million dollars is under construction and the membership of Church and Church School includes more than twelve hundred separate families—a constituency of more than five thousand in all. It is the largest of the denomination in the State and is a marked civic force in a typical and fast growing American industrial city of fifty thousand people.

The Pastor is confessedly a bookman. He believes that books are not only friends to be cultivated, but that they are indispensable to a full realization of life in our modern day. He has enjoyed some unusual advantages in education and preparation, but most of all has discovered the value of books, both to himself and to others, by the simple expedient of using them.

It is his custom to make frequent reference to books from the pulpit, mentioning author and publisher and ever and anon specifically recommending the purchase of particular books as being of value for enlightenment or inspiration for a given theme then in hand.

In addition to this, the regular weekly church bulletin is made the vehicle of information concerning books on special subjects, names of the volumes, the authors' names, the prices, and the publishers being ordinarily added, together with a brief word of description or characterization. For example, in the very latest editions of the bulletin, it is noted that two Sunday evening services had been devoted to "The American Negro, Problem and Possibilities": the first evening devoted largely to a carefully prepared sermon-lecture by Mr. Martin, and the second a program of entertainment and edification, entitled "An Evening in Dixie," featuring by music, interpretative readings and brief address further kindly aspects of negro life in the South. In both bulletins appeared lists of "The Best Books on the Negro Problem." The list itself is suggestive, both for material and method.

Valuable Books On the Negro Problem

The following are used in connection with the sermon-lecture tonight. They are worth your attention.

- "The Negro." By Du Bois. *Holt*. Brief inexpensive, informative.
- "The Rising Tide of Color." By Lothrop Stoddard. *Scribner's*. Unsympathetic, much quoted, thought provoking.
- "Present Forces in Negro Progress." By Weatherford. *Association Press*. Statistical, constructive.
- "Thinking Black." By Dan Crawford. *Doran*. Entertaining, shows the African background.
- "Up From Slavery." By Booker T. Washington. *Doubleday*. A fascinating autobiography.
- "The Upward Path." By Helms. *Methodist Book Concern*. Brief, fundamental.
- "The Negro from Africa to America." By Weatherford. *Doran*. The best new authority; exhaustive, comprehensive.
- "Methodism's Adventures in Negro Education." By Stowell. *Methodist Book Concern*. Small, valuable, Methodism's method.

As a result of this method of publicity, a good many people are accustomed to read some of the books suggested and thereby add to their own knowledge of the subject under discussion, and currency is given to a large number of worth-while books. For, as this pastor contends, "the rank and file of our American congregations are anxious to learn and will get the book-buying habit if some one in whom they have confidence and whose judgment they respect, continues to urge the matter upon them."

Publishes Special Book Bulletin

The latest innovation in this great church has been the regular publication of a *Book Bulletin*. The first number carried an explanation of purpose and method which is worth noting:

This *Bulletin* is written and published by the Pastor of Park Avenue Church, but entirely upon his own initiative and responsibility. He believes in the ministry of the printed page and being confessedly a

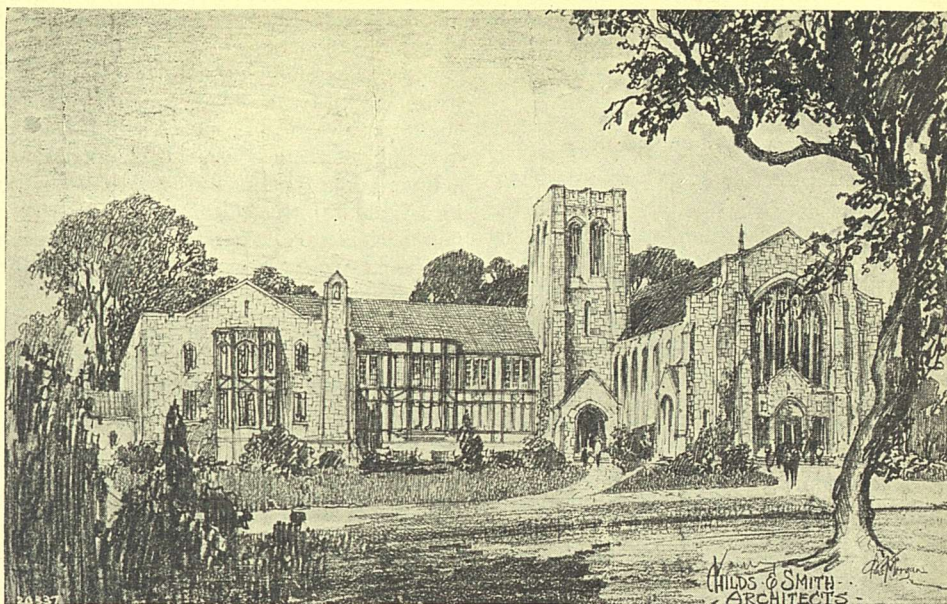
"bookman" wishes to share his enthusiasm and experience with others.

The cost of this publication is defrayed by the C. H. Ernst Book and Stationery Store, 263 Main St., Kenosha. All books herein mentioned may be secured there, and all inquiries will receive courteous and painstaking attention.

The first of these bulletins was issued in the late autumn of 1923. It was a four-page leaflet in which some sixty-five books were listed and briefly characterized. These were all recommended from the personal point of view, so that the pastor's own judgment was offered in every instance. The very titles of the subdivisions were in themselves interesting: "If I Were Wrecked on a Desert Island" was the title of the first group, and in it Dr. Martin mentioned his twelve favorite books. Book-lovers will want to compare their own selections with his; he puts them in the order of his preferences.

A Preacher's Favorite Books

1. The Holy Bible. It is indeed the Book of Books, and is worth more than all else beside.
2. Shakespeare. Myriad-minded dramatist and bard, he still convinces me "the rarer action is in virtue than in vengeance."
3. Tennyson. His sweet singing and his mighty intellect always find me and make the hours forgot!
4. Browning. "God's in His heaven, all's right with the world."
5. Dante. Of all poets the least earthy!
6. Goethe's *Faust* and *Autobiography*. Marvelous depiction of power used for personal gratification.
7. Hugo's "Les Misérables." A novel full of "supreme moments" that will live as long as literature.
8. Hawthorne's "Scarlet Letter." Perfect in style, unforgettable in its portrayal of a sinning, sensitive soul.
9. A Life of Christ. Either David Smith's for authoritative scholarship and modern viewpoint, or Giovanni Papini's for fine literary flavor and inspiring, imaginative depiction of the Christ of Galilee.
10. Hill's "The World's Great Religious Poetry." The finest compendium of its kind I know, or have ever seen.



ARCHITECT'S DRAWING OF THE NEW METHODIST EPISCOPAL CHURCH AT KENOSHA, WIS.

11. Well's "Outline of History." A comprehensive story of human achievement.
12. Dumas's "The Three Musketeers." Sprightly, a thrill on every page, an antidote for the poison of my prisoned days!

"Lives of Great Men All Remind Us"—and Inspire Us Too!

And that is quite reason enough for reading many books of biography, it seems to me. Of course there are some old favorites which all of us have, old friends whom we would never wish to exchange for the new, like "Franklin's Autobiography" and Boswell's "Johnson" and Smith's "Henry Drummond." Besides these I am "addicted" to reading a good deal from that matchless set of lectures by Dr. John Lord, well called "Beacon Lights of History." It is a habit that I recommend to others, too! But what of this list, are they not rich in fine companionship and inspiring company for the evening hours? I heartily recommend them all:

1. "The Americanization of Edward Bok." *Scribner*, \$1.00 (new edition).
2. "My Garden of Memory," by Kate Douglas Wiggin. *Houghton*, \$5.00.

3. "Damaged Souls," by Gamaliel Bradford. *Houghton*, \$3.00.
4. "Theodore Roosevelt," by Lord Charnwood. *Atlantic*, \$2.50.
5. "Eminent Victorians," by Lytton Strachey. *Putnam*, \$2.00.
6. "All in a Lifetime," by Henry Morgenthau. *Doubleday*, \$3.00.
7. "A Candid History of the Jesuits," by Joseph McCabe. *Putnam*, \$5.00.
8. "Life and Letters of Walter Hines Page," (2 vol. 8vo.) *Doubleday*, \$10.50.
9. "Memories of Eighty Years," by Chauncey Depew. *Scribner*, \$3.00.
10. "Lincoln," by Nathaniel W. Stephenson. *Bobbs-Merrill*, \$2.50.
11. "Princes of the Church," by Sir W. R. Nicoll. *Doran*, \$3.00.
12. "Fyodor Dostoevski," by Aimee Dostoevski. *Yale Press*, \$3.00.
13. "Painted Windows," by A Gentleman with a Duster. *Putnam*, \$2.50.
14. "Bishop Bashford," by Grose. *Abingdon Press*, \$2.50.

Then follow a list of great books of religion and philosophy for the hours "When Life's Problems Most Perplex Me," and last of all the titles of nineteen "Novels that Nourish"—ranging from

"The Great Hunger" by Johan Bojer to "The Dim Lantern" by Temple Bailey and "The Woman of Knockaloe" by Hall Caine.

The Christmas Edition De Luxe

At regular intervals such bulletins have been issued in the months since. The *Christmas Book Bulletin* was a six-page leaflet $5\frac{1}{2} \times 8\frac{1}{2}$ inches and is a very fine product of the printers' art. It was printed on India tinted paper in Christmas colors of red and green and bore on the title-page a striking cut in two colors of a manuscript volume such as the old illuminators in the Mediaeval times knew and loved.

In this bulletin there are six groups of books mentioned. Under the heading "Books that Breed Eternity in the Human Heart," Mr. Martin says: "I am sure that Wordsworth was right in his dictum. 'Books are a substantial world, both pure and good,' but that does not say it all. Just as the companionships of good folk enlarge our horizons and give us visions of the bigger world beyond, so do these master spirits serve us in a religious way, and breed eternity in our hearts. The volumes here set down will justify this claim if you will give them a chance!"

Then follow sixteen titles of new books with prices and discerning comments and interpretations. Seven publishers are noted. A characteristic write-up showing care and thoroughness is the following:

"Jesus the Christ in the Light of Modern Psychology" by G. Stanley Hall. *Appleton*. \$7.50—A learned but lucid masterpiece of scientific and religious study. It is big every way! 740 octavo pages of the most exhaustive investigation and analysis by a premier American psychologist whose fame and services have become known thruout the world. This study of the personality, life and teaching of Jesus is made in the light of two principal problems, namely: What men have thought Jesus to be, and what Jesus was.

Another paragraph under this heading is likely to make an appeal to a great group of socially-minded people:

"Christianity and the Race Problem," by F. H. Oldham. *Doran*, \$2.25. "Racial Realities in Europe," by Lothrop Stoddard. *Scribners*, \$3.00. "The Negro from Africa to America," by W. D. Weather-

ford. *Doran*, \$5.00—These are books of supreme importance and value. Space forbids careful characterization but it would seem to me that religious teachers ought to forego some other seeming necessity and get these books. I cannot imagine a finer book for the purpose than that of Dr. Oldham, the editor of *The International Review of Missions*. All three of the books would provide valuable material for a study class or club.

"Books About Books"

Under this heading the editor writes very appreciatively of Professor William Lyon Phelps' "As I Like It" and Grant Overton's, "Cargoes for Crusoes," and then somewhat caustically reviews Dr. Collins', "Taking the Literary Pulse."

Then follows a list of "Books to be Read Aloud," all new and worth-while books suited to the home and family, and deserving, each of them, the quiet of an evening under the home lamp.

Writing of "Seven Big Books of Serious Import" he mentions a list that men of letters and studious habits will delight to know and read. Here they are, with the preacher's own comments and "sales-talk," and his own italicized quotation at the end.

Seven Big Books of Serious Import

Space forbids the long list of scientific and biographical works that I should like to set down. However the seven which follow cannot be omitted, nor will they be ignored by discriminating readers.

"Bare Souls," *Harper*. "The Soul of Samuel Pepys," *Houghton*. Both by Gamaliel Bradford. Each \$3.50. Readers of "Damaged Souls" and the other "psychological portraits" will eagerly avail themselves of these wonderfully luminous books of biographical study. I enthusiastically recommend them.

"My Book and My Heart" by Corra Harris. *Houghton*, \$3.00. The true story of a woman's heart and soul; a passionate declaration of faith in God and man.

"Marbacka" by Selma Lagerlöf. *Double-day*, \$2.50. A charming autobiography of Sweden's most distinguished writer and best loved woman.

"Memories and Adventures" by Sir

Arthur Conan Doyle. *Little, Brown*, \$4.50. A splendid life story of the author of "Sherlock Holmes" written by himself. Sir Arthur's recent adventures in spiritism give an additional interest to the work.

"The New Decalogue of Science," "The Fruit of the Tree." Both by Albert Edward Wiggam. *Bobbs-Merrill*. Each \$3.00. The former presumes to show how the new knowledge in biology, psychology and anthropology negatives much of the accepted teachings of the Church and conservative schools of thought. Would make natural selection the great determining factor of life. The mental and spiritual have little place in development of leadership—heredity and "the blood stream" impose new commandments as binding as those of Moses. The latter book reveals in a new and understandable way, the facts of marriage, beauty, brains and the breeding of children. No preacher or teacher can afford to be ignorant of these very valuable books. Of course I cannot agree with them en toto, but I find them startlingly provocative of thought.

Then follow "Pages of Prancing Poetry" in which several new volumes of verse are noted and high compliment paid to Faith Baldwin's lovely "Sign-Posts" and the stately new volume of "The Complete Poems of Emily Dickinson."

"A Shelf of Fine Fiction"

And last of all, a page and a half is devoted to "A Shelf of Fine Fiction"—"twenty-five really good novels—a few of them among the 'best sellers' but not chosen because of that fact." . . . "The ones so denoted I esteem of special interest and value," he adds. Here again most of the great publishers have books listed, and a wide selection is given, among which one notes with approval such widely diverse books as "The Beauty of the Purple" and "The Quenchless Light," historical novels of the early centuries of the Christian Era, and "So Big," "The White Monkey," "The Coming of Amos," "Sails of Sunset," "The Golden Cocoon" and "The Little French Girl," deservedly big sellers and worth-while books written in the parlance of the pressing present day.

Tho the pastor of a very large church, Dr. Martin reads an average of three

books a week thruout the year and this in addition to constant study and consultation of books in the course of much preparation for a great deal of public speaking. He finds that his own reading is at once a necessity and a luxury and in addresses at assemblies of students, ministers and others as well as in his own parish, he constantly preaches the good gospel of "the wonder and worth of books."

Correction

OWING to a clerical error, George H. Doran & Company were credited in the Annual Summary Number with 36 more new books during 1924 than they should have been. An interesting characteristic of the Doran business is that more than half the titles of the year come from a very active religious department. They not only published a great many religious books by American authors, but have very close connections with some of the important sources of the best material in England.

Michael Arlen Arrives

MICHAEL ARLEN, the English author who has jumped to such spectacular prominence in the sales of the past few months, has come to America to see "The Green Hat" dramatized. Mr. Arlen is twenty-eight years old, was born in Roustchouk in Bulgaria. His parents moved to London when he was four years of age, and he was educated in British schools. His first book, "The London Adventure," was issued in 1920. He has made the announcement that he does not intend to write on America, but, tho his stay this year will be short, he hopes to return again and make somewhat of a stay, perhaps of two years.

A New Name for Poetry

At the conclusion of the Primary Language Class the teacher announced that the subject of the next lesson would be Poetry, and then asked:

"Can any one tell me what poetry is?"

Little Chester immediately raised his hand, and upon being recognized, said:

"Poetry is chickens."—*Life*.

The Methodist Book Concern

A Romance of History

Reviewed by Vernor M. Schenck

THO primarily written for the laity and ministry of the great Methodist Episcopal Church, a book issued by the Methodist Book Concern is worthy of the attention of all interested in the history of book publishing, the promotion of reading and its influence on American History—for without question the hardy and devoted Methodist colporteur was one of the most potent forces in the promotion of reading and the habit of book ownership among the early outposts of America's advancing civilization.

To be sure, the books which he distributed were wholly religious and many of them could not be termed "Classic," yet it was a literature which promoted a taste for the best and laid a foundation which finds a sequel in many centers of learning thruout the great West and South.

The book in question is a history of the Methodist Book Concern, written by Dr. H. C. Jennings in commemoration of the one hundredth anniversary of the founding of this great publishing house.

Dr. Jennings was for twenty-four years one of the Book Concern's publishing agents and supplements his careful study of origins and developments with many comments on Methodist policies and politics which will have little or no interest for anyone outside the denomination.

However, to anyone who is at all interested in the history of publishing and book-selling in America, the book is well worth reading, purely as a romance of publishing history.

The author traces the beginnings of Methodist book distribution back to John Wesley's love for books and the recognition by church readers of the power of reading "To mould the character of the common people, first by an appeal to conscience and a development of religious life and then by an intellectual culture which was the foundation of all that followed."

John Wesley was a pioneer in the pub-

lication of low-priced books and either wrote or edited books on a great variety of topics, grammar, poetry, medicine, music, philosophy and theology, two-thirds of which was sold for less than a shilling each and many of them sold for a penny.

The Methodist Episcopal Church began its work in America in 1766 and in 1769 Robert Williams, a young Irish preacher, came to America and on his own responsibility reprinted many of Mr. Wesley's sermons in pamphlet form and distributed them far and wide. After three or four years of this work, which all agreed was of great value, the Conference which met in 1773 decided it was not right to publish and sell the works of Wesley and other authors without central authority and ordered that thereafter no one should do any further printing for the Methodists except with the advice and consent of the denominational body. This, it would seem, was in reality the beginning of the Methodist Book Concern, altho it was not formally organized until May 1789, four months after Washington's inauguration as President.

At that time the denomination had a membership in America of 58,000. The Conference of 1789 had a membership of 25 men and at the Conference table sat John Dickins who was in reality the actual founder of the Methodist Book Concern inasmuch as it was he who, when the Conference discovered itself to be without funds for the inauguration of the new enterprise said, "Brethren, be of good courage, I have \$600, the savings of my life's labors. I will lend it all to the Conference for the beginning of this work." The Conference accepted the loan and John Dickins was appointed "Book Steward."

The Book Concern was originally located in Philadelphia and it is related of Mr. Dickins that as he went about in his dual capacity of pastor and publisher he carried some of the small publications of the denomination in the top of his hat

and when he removed his hat to greet friends and acquaintances it was not unusual for him to offer to sell them some of the denominational publications.

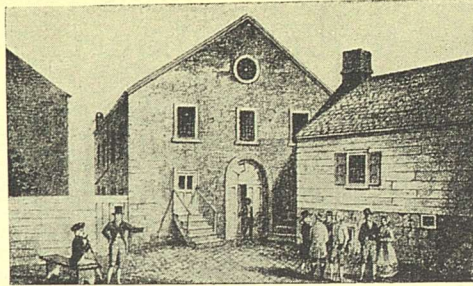
Mr. Dickins' compensation as definitely provided by the Conference was as follows:

- \$200.00 for a dwelling house and for a book room.
- 80.00 for a boy.
- 53 and $\frac{1}{3}$ dollars for firewood.
- 330.00 to clothe and feed himself, his wife and his children.
- 663 and $\frac{1}{3}$ dollars, in all.

The method of distribution as outlined in the Discipline of 1801 is decidedly interesting inasmuch as it outlines in very definite manner the methods and avenues of distribution thru the agent of the book Concern to the presiding elder and thru him to the local preacher who was to distribute the books and make all collections and settlement with headquarters. The price seems to have been somewhat flexible as indicated by this clause in the Discipline:

"In all cases where books are sent to distant places, the presiding elders or preachers shall be allowed to put a small additional price on such books as will best bear it, in order to pay the expense of freight or carriage.

The Book Concern remained at Philadelphia until 1804 and in May of that year was ordered removed to New York City where it has remained ever since. Until 1812 the business of editing, publishing, selling, and packing was all done in one room on the corner of Church and White Streets, whence it was removed to Elm Street where it occupied two rooms. Thruout its entire history the Concern has been fortunate in having as its "stewards," or "agents" as they were later known, men of exceptional ability and foresight. It is to the credit of Nathan Bangs, a far-



OLD JOHN STREET METHODIST CHURCH IN WHICH THE METHODIST BOOK CONCERN WAS ORGANIZED IN MAY, 1789. FROM A LITHOGRAPH BY SMITH

visioned man of great executive ability, that the Book Concern established its own printing house. This he did in spite of the advice and direction of the Conference Committee who notified him that if he disobeyed, charges would be brought against him and he would be removed from his position.

In spite of their instructions he proceeded on his own judgment, in order, as he said, "that the organization might get out of debt."

The establishment of its own printing plant was made in 1824 and marked the dawn of prosperity for the Methodist Book Concern. Its progress has been steady ever since. With the establishment in due time of the various branches and enlargement of facilities, the Book Concern has today become one of the largest and best equipped and most successfully conducted printing establishments in America.

America owes a great debt to this splendid organization and to the foresight of the men who were its founders, particularly since the peculiar organization of the Methodist Episcopal Church with a central authority from which radiates agencies which reach to the farthest corners of its domain, made it possible to secure a distribution of books which no ordinary publishing organization could possibly have achieved, and the Methodist circuit rider was in very deed a forerunner of that large company of publishers' representatives.

It is interesting to note that the profits of this vast enterprise have always been in large part devoted to the "Preachers' Fund" and for educational purposes.

A considerable portion of the book is given to biographical sketches of the various "stewards" or "agents" and a resumé of the periodicals published by the organization, its attitude toward the labor question, welfare work, etc., with final chapters devoted to "The Book Concern in the Coming Days."

Women's National Book Association Annual Banquet

THE Eighth Annual Banquet of the Womens' National Book Association was held at the Hotel McAlpin on March 5th, and four hundred and sixty-five attended. Effie Hubley, president of the Association had, as her toast-master, David Cory, the well-known writer for children.

The first speaker of the evening was Kathleen Norris, who told of interesting experiences in her life, much of which is contained in her book "Noon" given as one of the book souvenirs. Mrs. Norris gave an amusing account of her personal experience in bookselling in Paul Elder's store in San Francisco, and the enthusiasm she has for bookselling got her audience at once. Mrs. Norris referred to her impression, in one of her first visits to New York, of the rare intelligence of the saleswoman in Macy's Book Department whose recommendation of books was especially gratifying. Her experience at Gimbel's was also enjoyable when she came on to buy books at Christmas time and rolled up her sleeves, as it were, and helped.

Mrs. Norris was followed by A. Hamilton Gibbs, author of "Soundings" written over week-ends during a period of sixteen months, just published by Little, Brown & Company. Mr. Gibbs had just returned from seven months abroad and emphasized his allegiance to this country and his admiration of the work of the booksellers.

Edward J. O'Brien, compiler of the famous short story annual, has made it his business to put the short story on the book shelves and he gave some figures in the growth of short story writing showing how that form of literature has increased because of the public demand for brief tales. Louis Forgione read a chapter from his story of a young Italian workman, Reamer Lou, recently published by E. P. Dutton.

Charles G. Norris, husband of Kathleen Norris, was the last speaker. He believes that there are no strictly honest book reviews. He feels that they are biased and restricted and said that the bookseller's opinion of a book is what counts. He has no use for censorship. Providing the author is not salacious, Mr. Norris feels that he

should be at perfect liberty to say what he thinks on any subject, in any way that he wishes, the important thing being that he should be honest. Mr. Norris emphasizes the necessity of the salesman knowing the book he is selling. Raymond Freemantle, with a baritone voice of unusual quality and beauty, responded to many encores.

The following books were received as souvenirs: "Synonyms and Antonyms" by Edith B. Ordway, *Sully*; address book, *Jordan Co.*; "O'Malley of Shauganagh" by Donn Byrne, *Century*; "Cross Word Puzzles" by Ed. Wynn, *McLoughlin Bros.*; "The Constant Nymph" by Margaret Kennedy, *Doubleday*; "Uncle Sam Needs a Wife" by Ida Clyde Clarke, *Winston*; "The Prisoners" by Franz Molnar, *Bobbs-Merrill*; "Noon" by Kathleen Norris, *Doubleday*; "The Dear Pretender" by Mrs. A. M. Colver, *Penn.* A Manila bag to hold the books was given by Grosset and Dunlap.

Dancing was enjoyed until a late hour.

A Library Reading Circle

ABOUT seventy-five book-interested people gathered in the auditorium of the Indianapolis Public Library at the first of a series of Thursday night book talks on February 19th. The series was planned by Charles E. Rush, the librarian, to be held weekly until May. Mr. Rush began the series with little publicity, wishing to attract a group that would be seriously interested in book discussion and to contribute as well as listen. The first evening was on essays under the title, "By-Paths in Print," and the audience showed a very ready interest in the whole plan. It seems likely that the series will grow to a great deal of importance in the community. If the right group can be gathered for such talks, the effect of the reading on the city, whether large or small, will be undoubtedly felt. Some of the other topics that are coming are as follows:

"The Play's the Thing"

"With the Poets"

"Book Days in England"

"Vacations in Europe via Books"

Twenty-Five Years of A. B. A.

The Booksellers' Association Calls for Members

Dear Bookseller:

Whether you are a member of the American Booksellers' Association or not—you are interested in one thing and one thing only—rightly so—and that is to sell more books. I honestly and sincerely believe that thru the efforts of this association all booksellers have been benefited, and more books are being sold today than ever before. I believe too, that better and more serious books are being asked for. As a member of the association could you tell offhand what your association has actually accomplished should anyone ask you? If you are not a member, I am sure you would like to know briefly what these accomplishments are.

As a member you want to know too what you are getting for the good money you pay each year.

Here's a boiled down list of benefits

1. It has established net prices.
2. It has secured larger discounts.
3. It has fostered closer cooperation between publisher and bookseller.
4. It has provided better bookselling methods.
5. It has aroused the interest of the press thruout the country to give books more publicity.
6. It has encouraged the opening of many new bookstores.
7. Its enthusiasm has created new interest in books in public schools.
8. It has made Children's Book Week a permanent National event.
9. It has inspired ministers and lecturers to talk books from pulpit and platform.
10. It has power to get effective representation on questions of National importance.
11. Best of all it is about to employ a paid executive secretary—a man of exceptional ability—in the association's own office, at your service.
12. Knowledge that you can *demand* and *get* from or thru your secretary an answer to your problems and grievances as they arise.
13. The Annual Convention, getting bigger and more influential each year.

We shall have shortly

A Monthly Trade Bulletin.

A Bureau of Help Wanted.

An advertising, window and store display, advisory department, and what we will all welcome, a bulletin of Dealers' Overstocks.

A method by which book orders can be filled in various cities by telegraph.

A cooperative method for distribution of catalogs and circulars.

This is just a beginning—what has been achieved is only a mere handful compared with what must follow—we must go on and reap the benefits already sown.

We need funds to carry on this work and more members to keep the association healthy and active—*more active* members. We have a membership of seven hundred and eighty and new ones are being enrolled every day—before the convention convenes in May we will have over one thousand.

Dues are \$10.00 per year. If you are not a member, send me your application today.

STANLEY G. REMINGTON,

Chairman of Membership Committee,

347 N. Charles St.,
Baltimore, Md.

THE Publishers' Weekly

The American Book Trade Journal

Founded by F. Leyboldt

EDITORS

R. R. BOWKER

F. G. MELCHER

March 14, 1925

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.

—BACON.

"More and Better Bookselling"

PRESIDENT McKEE of the A. B. A. has announced a slogan for the year, and the Program Committee of the Convention has promptly caught it up as embodying the spirit of the Chicago gathering. "More and Better Bookselling!"

Around such a motto a good convention and a good year may be constructed. It might be said that the phrase embodies the needed answer to the question of whether "fewer and better books" can remedy trade difficulties of overstock and slow turnovers.

"More bookselling," more merchants concentrating on the problems of book-selling, more people turning instinctively to books for recreation and inspiration, more complete machinery for giving worthy books their chance in every city of the country. "Better bookselling," better trained booksellers, giving higher grade service to our communities, better conducted stores in which every ounce of effort counts and a fair remuneration accrues to all, better co-operative effort thruout the book-trade so that the trade may rise together to improve standards and better results.

It is so good a slogan that it might well form the permanent motto of the Association. It is a particularly healthy emphasis for this twenty-fifth anniversary year.

1. Have you the right number of salesmen?

2. Are there any incompetent sales clerks in your force? If so, give names.

3. Do you find that your sales people have an adequate knowledge of store system and policy? If not, state who is lacking and along what lines.

4. Do the salesmen have full knowledge of their merchandise? How is this instruction given and by whom?

5. Have you noted any cases of unusual service rendered to customers, or cases where there was a decided lack of service? Have you reported them?

6. Are the sales slips filled out faithfully by the sales force? Name those failing to do this.

Women as Book Collectors

SPEAKING before the convention of the Antiquarian Booksellers in London last month, Michael Sadleir ventured to ask the booksellers present if they could give any reason for the fact that there were so few women among the collectors of rare books. B. H. Blackwell, the Oxford bookseller, who replied to the question, said that, for his part, he could make no explanation but that the facts were as Mr. Sadleir had suggested, that women did not find any interest in collecting books and that, moreover, they often criticized their husbands who entered the field.

Inasmuch as women are outstanding collectors in the field of old furniture, silver, etc., it cannot but be asked whether the situation pointed out in England is equally true in this country. It seems likely that this is the case, judging by the information gathered at the *Publishers' Weekly* office in connection with its newly revised list of "Private Book Collectors." This list is gathered from many sources, very often by one collector sending in the name of friends, but it is only very occasionally that the name of a woman collector comes to hand. What is the reason for this? Does the bread winner of the house decline to indulge the whims of the ladies, or is it that this type of collecting does not appeal to their taste? To judge by the data sent in to the editors by the few women who are now listed, however, their enthusiasm equals that of the men.

The New vs. The Old

ARE the problems of the publishers and booksellers very different in the question of the handling of the new book vs. the old, or rather the question of the very new book and the book that has just passed its first blush of interest?

If the bookseller will study the publisher's methods, he will see that the publisher has to be ready to put the main force of his sales effort and publicity on his newest books or on those books of recent issue that have shown they have continuing possibilities. The latter is as important as the former, but at the same time it is impossible for the bookseller to keep up sales pressure on the book that fails to find a public response. If the publisher's spring advertising and sales effort should be devoted to clearing away his overstocks on books which had not quite hit the mark three or six months ago, no one would be more surprised than the bookseller and it would be a sorry step for the publisher. And yet, when the publisher turns to study some of the bookstores in which he visits, he often finds just that method in operation.

The question is, to what extent can their merchandising problems be handled in the same way and to what extent must they inevitably be different? Sometimes on entering a bookstore the front counter appears, to the practiced eye, to contain principally titles which were overbought six months ago, and the rapidly selling books are placed less conspicuously to the rear. This is, of course, done that the bookseller may clear out his stock as completely as possible else losses may place him in a bad situation. One wonders sometimes, however, whether a high pressure on the books that can easily be sold, the books of this week or the proved books of six months ago, would not produce enough sales to provide such a margin of profit, so that the dead stock could be sold later at a loss without any real difference in the showing of net profit. The successful book sells so much more easily and rapidly than the others that, if there were a depreciation account carried of 1% or 2% from such sales, such sales might create a bookkeeping credit that would enable the store to sacrifice the less successful books at periodical sales without hardship. If such a

plan is practicable, it would be of great advantage to the store's reputation by enabling it to keep always at its best. The increased attractiveness of the counters in the front of the store surely would draw a greater number of people who find pleasure in repeated browsing.

Here is a situation that the publisher faces in one way and the bookseller often in another, and it would seem as tho the bookseller might learn from the publisher's practice.

English Catalog Ready

IN its eighty-eighth year of issue, "The English Catalog of Books" is now ready for delivery in the American market from the office of the *Publishers' Weekly*. This catalog gives under one alphabet the author, title, size, price, month of publication and publisher of all books issued in the United Kingdom. Every five years it is cumulated into one large catalog. It is a book of 400 pages, the list being practically the same length as last year. The volume also contains a completely revised index to English publishers and to all publishing societies. The price is four dollars.

Itinerary of "Fifty Books of 1924" of the American Institute of Graphic Art

March 10 to 31. Boston. Boston Public Library, Division of Fine Arts.

April 6 to May 2. Washington, D. C. Smithsonian Institution.

May 6 to 31. Baltimore. Baltimore Museum of Art (Mount Vernon Place).

June 8 to 20. Philadelphia. Josephine E. Widener Library, 1200 North Broad St.

Notice

Copies of the Spring Announcement Number of the *Publishers' Weekly* (March 21st), bound substantially in cloth boards, will be supplied at 75c. a copy. A convenient form for this important index to the season's new books.

THE PUBLISHERS' WEEKLY.

A Citizens' Play Jury

THE plan of using a special jury to judge of New York Plays, originally proposed two years ago, has now been revived and is to be brought in action to meet the present criticism of certain performances. The plan provided that there should be a special panel of 300 fair-minded people. From this panel would be drawn a jury which would go in a group to the play complained of and who would then, at the end of the performance, immediately meet in an office in the same building and render an opinion. If nine of the jury voted for the suppression of the play, it would be withdrawn. To make this agreement possible a joint arrangement between the district attorney, the Producers' Association, the Actors' Equity Association and the Authors' League was called for.

The method, since its first proposal, has not been brought into use, but many hope that it may be an answer to the problems of New York producing. Others believe that no kind of censorship except the withdrawal of public support from off-color plays is possible. If the trial is actually made, as now proposed, there will be opportunity to judge as to its possibilities.

An editorial in the *New York Times* on this present play discussion presents a point of view for authors to consider:

"In the long run, the most serious objection to what is called frankness in literature and on the stage has nothing at all to do with morals; or at least it shouldn't have. The trouble with frankness is that it is too easy a way of producing a literary effect. On that ground the writing profession, if it were organized as a trade union, ought to be among the first to denounce the use of hot stuff. It puts the apprentice, the novice, at least on a level with the master craftsman. Here is an artist who may have spent twenty years in mastering the secret of winning and holding an audience and who may spend anywhere from a year to three years of hard work on a book or play, planning, mixing his ingredients, seasoning, shaping. Along comes some one just out of college or just out of a broker's office, and by sheer use of the pepper castor produces the most overwhelming result.

Canadian Authors Want Books in Schools

AS an encouragement to Canadian authors, and incidentally to Canadian publishers, a measure has been introduced in the Legislature of the Province of Quebec making it compulsory for school boards in the province to expend half of the annual grant for prize books on the purchase of the works of Canadian authors. These grants average \$40 per school and it is calculated that about \$50,000 per annum will be available for Canadian book buying. As Quebec is largely a French-speaking province, this measure will give considerable encouragement to French-Canadian authors, who will be able to publish their works under more favorable conditions, due to the larger editions which will be required. Canadian authors writing in English will also share in the benefits of this interesting legislation.

Increased Interest in Fine Printing

THE sale last week in the Anderson Galleries of the printing library of Mr. Morgner of Brooklyn consisted of about 500 items, giving interesting indication of the increased interest in the whole subject of typography and fine printing. The majority of the items were not of extreme rarity or famous examples of fine printing, but books on the history and progress of printing, and yet the prices were almost consistently high. A rare broadside on the origin of printing, issued in 1664, brought \$250; George Parker Winship's address on Caxton, printed by the Doves Press, brought \$62.50; Bodoni's "Manuale Tipografico," Parma, 1818, brought \$85; Fry's "Pantographia," London, 1799, \$57.50. The Wing Library of Chicago is reported to have been buying a large number of the more unusual items.

Change of Date

THE NEW BOOK BY Margaret Wilson, "The Kenworthys," will be a fall publication of Harper & Brothers instead of a spring publication, as first announced. Miss Wilson is the author of "The Able McLaughlins," the prize novel of 1923.

The Author and the Publisher

III

Types of Publishers

PART II

AN important article by W. B. Maxwell on "Authors and Publishers" in *The Author*, organ of the Authors' Society is the basis for this present article.

Mr. Maxwell is a novelist whose strong work and worldly wisdom is only now coming to the really big reputation it deserves; he is also Chairman of the Authors' Society. Wherefore his observations on the relations of author and publisher should have respectful consideration and wise publicity. And they deserve it.

Mr. Maxwell's "five points" that he suggests be printed in every issue of *The Author* are so apt and so true that we venture to quote them here. "*Don't Forget*" he says:—

- (1) That there is nothing in the universe so fine in itself and so certain to make you happy as writing a good book, composing a splendid piece of music, or neatly constructing an actable play.
- (2) That *some* editors return manuscripts.
- (3) That the adjective "bogus" does not apply to *all* theatrical managers.
- (4) That rates of remuneration are going up, not down.
- (5) *That there are good publishers as well as bad ones.*

Our present concern is with point 5. "There are *good* publishers as well as *bad* ones." A little further on in his article Mr. Maxwell stresses the advantage to a writer of sticking to one publisher; the influence on sales of a reputable imprint; the services that a good publisher can render to his authors; the gratitude such services should provoke.

Now all of this is very true, and the publishing trade (or that part of it which takes its duties seriously) can only thank Mr. Maxwell for his courage and gener-

osity in saying it. The opinion coming from him will carry twice the weight that it would have if spoken by ourselves. But we, as publishers, must not be outdone in fair-mindedness. Mr. Maxwell has put our best arguments better than we ourselves could put them. Let us return the compliment and view the authors' problem from *his* point of view—particularly that part of it which concerns fidelity to a chosen publisher.

Certainly there are good publishers. Indeed there are probably as many good ones (in a moral sense) as bad ones. But the goodness that means effectiveness and sympathy in handling any particular book is not implicit in the more general goodness of honorable dealing. Here is the author's first difficulty.

How is he to know which one of ten reliable publishers will *like* his book sufficiently to make it a success? For the publisher's belief in the book he has to sell is an essential element in that book's prosperity. The late Walter H. Page, who ceased to be a publisher when he became American Ambassador to Great Britain, tells in his little book, "A Publisher's Confession," the story of an author who in dissatisfaction went from one publisher to another until his books were on five different lists. "The moral of this story," says Page, "is that a publisher is not a mere business man and can do his best services only for those authors who inspire his loyalty. . . . The ideal relation between publisher and author requires personal service; it even requires enthusiastic service. 'Do you thoroly believe in this book and do you believe in me?' These are the very proper questions that every earnest writer consciously or unconsciously puts to his publisher."

In other words, however true it may be that an author is wise to stick to one publisher, it is only true on the condition that

he has found the right publisher to whom to stick. Perhaps in a later article Mr. Maxwell will advise his fellow authors how to select their publisher. In the meantime we will venture some observations of our own.

Authors as a rule do not sufficiently study the characters and lists of the various publishers. The idea of a publisher as a man who merely pays for manufacture and hands the finished book to the retail trade for distribution is far too prevalent, and in consequence publishers' merit is judged by his readiness to pay. Altho it is as important to choose a publisher by individuality as it is to choose a doctor or a stockbroker, how many authors think only of getting the book accepted and printed and paid for, and not at all of the *kind of person* who accepts and prints and pays for it?

And here the author encounters his second difficulty. Publishers are mainly in publishing centers, and not many authors can spare the time or money to come and live among them. It is difficult for us who live continually in the center of the book-producing world to remember how huge and baffling that world seems to those outside it. Quite naturally they seek for someone on the spot who will represent their interests and bring to their service the technical knowledge of publication methods that they themselves not only lack but cannot possibly acquire. To perform such service is the purpose of the literary agent. The value of this functionary to authors and the benefits or otherwise that he has brought to the book-trade as a whole will be considered in a later article; he is pertinent to the present theme only in so far as he is entrusted by authors with the duty of *selecting between one publisher and another*.

Oyster-like Secretiveness

In this delicate matter of submitting books where each one will find appreciation as well as payment, the literary agent is making more effort than formerly he did. But he cannot perform a miracle without assistance, and to his help must come a greater intelligence and a lesser greed among the authors and *also* a greater candor and accessibility among the publishers.

Should we, then, not add to our classifi-

cation of publishers the further types of generous and ungenerous publisher? The term "generous" is not here used so much in a financial sense (altho a man who is ready to help the cause of books is probably at the same time ready with monetary support, if it be merited and if he has the means to give) as to suggest a willingness to advise and to give information, without direct prospect of personal advantage. Mr. Maxwell complains (and rightly) of the silence of publishers even towards their own authors. He might have gone further and complained of their oyster-like secretiveness toward the world in general.

The Generous Publisher

Not long ago Michael Sadleir, himself both author and publisher, in a lecture to the London Branch of the Associated Booksellers, argued that mystery-making was one of the curses of the book-trade, that if there is nothing to conceal there is no need for jealous silence. We would remind Mr. Sadleir that concealment may have reference to the possible misuse by others of information given and not only the hiding of discreditable facts; but in the main we are in agreement with him that publishers make mysteries where no mysteries need be, and that there is a larger business competence, and one in the long run more effective, than the commercial sharpness which sees profit in scoring a point or two when the other fellow is not looking.

The generous publisher, then, will help an author or an author's agent to understand where best a manuscript can hope to prosper. A generous publisher will realize that of ten honorable firms each has its specialty, and that each one can do better for some single book or class of book than can the other nine. Having realized this, he will not scruple to recommend an author or an author's agent to go elsewhere. Is it not obvious that, if he acts thus consistently, he will at the last build up in the minds of those who deal with him a confidence that is the very essence of prosperity? Is it not obvious that his ungenerous rival—who snatches where he may and, having snatched, bungles the book and leaves an author and an agent grumbling—emerges finally the poorer for his ingenuity?



SELLING "THE BOSTON COOKING SCHOOL COOK BOOK"

Popularizing a Classic

THE famous display window of Brentano's Washington store, which Sidney Avery uses to such great advantage, was turned over a few weeks ago to a very effective showing of that established American classic. "The Boston Cooking School Cook Book." This book in its revised form appears month after month in the list of best sellers, which would, in itself, give ample reason for such special promotion.

Mr. Avery found cooperation from a dealer in kitchen ware and another in electric stoves, so that the display took on the real atmosphere of the kitchen. It has not been reported as to whether the menus so prominently displayed had any direct effect on the culinary plans of the Capitol city. It might be said that Brentano's sign man picked a pretty hearty series of meals, that not all physicians would approve. The only thing that seems to be missing

in the realistic display is the steam coming out of the coffee pot, and it is well to report that the effect of the window on the sales column of the store was a favorable one.

Reaching the Commuter

THE book department of Liggett's in Grand Central, New York City, has not been satisfied with selling books simply on demand, but has, from the start, put the selling in charge of energetic bookmen who have endeavored to build sales and build confidence in the passing public. Recently, in cooperation with the book campaigns, they issued an attractive two-color circular called "Build a Library for the Little Folks," a circular calling attention to some of the best books that could be had and endeavoring to get parents away from simply time-killing reading matter to something that would be of permanent value to the children.

Kansas Book Dealers' Convention

Largely Attended Gathering at Topeka

THE Kansas Book Dealers' Association held its ninth annual convention at Topeka, February 16th and 17th. The headquarters were at the Chamber of Commerce where for two days was held the most interesting and best attended meeting of the organization.

The meeting was opened Monday morning by Pres. Phil M. Anderson, of Newton, who introduced Col. Charles Mitchell, president of the National Stationers, who proceeded to give one of the best talks ever heard by the organization. He proved that the National Association is necessary to every dealer, large or small in the stationery game. He insisted that he was not out for charity, but was simply asking the hearers for an investment which he was sure would pay them many times over. The next speaker, Bert Walker, chairman of the Kansas State Text Book Commission, talked on the new books expected this fall. There will be many changes in Kansas Texts made at the May meeting of the State Text Book Commission tho no information can be given now. All the contracts for the present high school texts will expire, except Algebra, Physical Geography, and Spanish. Some of the books may be readopted and some may be changed.

In the grade books a new primer is very likely. Kansas owns its present primer, but it is planned to adopt another one as a basic text, and use the present Kansas primer as a supplementary book. Bids have been called for and the matter will come up at the April and May meetings. Many of the greatest publishing houses in the country are competing for the high school books.

Upon the report of the Legislative Committee it was found there has been very little talk of free school books at this meeting of the Legislature.

W. S. Wilson, Dean of the Bonding Committee, reported that our dealers now were carrying bonds amounting to over \$200,000 which had shown a total expense in the five years' experience of \$18.25

per M, a saving over the ordinary Commercial Bond of \$31.75 or a gross saving of nearly \$7,000 for the organization.

The banquet was held at the Kansan Hotel, Phil M. Anderson presided. The speakers were Margaret Hill McCarter, author, and Tom McNeal, editor of the *Kansas Mail and Breeze*. Mrs. McCarter talked along the line of better books. She insisted that the authors must write better books, the publishers print better books, and the dealers sell better books.

Wichita, Hutchinson, Kansas City, Kansas, and Topeka made bids for next year's meeting. Charley Mitchell made a strong plea for Topeka and called in Mayor Akers, who made a still stronger plea with the result that Topeka was unanimously chosen for the meeting in 1926.

F. L. Pinet, Sec. of the Kansas Teachers' Association and editor of the *Kansas Teacher* was the next speaker. He said that the educators of Kansas were not interested in free school books as past experience in a few localities had always proved unsatisfactory.

Phil M. Anderson, Newton, President.

A. S. Allen, Wichita, Vice-President.

F. G. Orr, Wichita, Secretary-Treas.

Dollar Per Pupil for Books

“EDUCATION is the lifelong obligation of the individual. Every child should be made to recognize that society gives him school opportunities that he may continue his education for himself,” says the Educational Press Association. “The development of professional library service in both school and community is a means to this end. A dollar per year per pupil is suggested as the minimum for the school library and a like amount per capita for the community library. By oft repeated emphasis editors can encourage teachers to continue their own education thru systematic reading, to keep before pupils the ideal of self-education, and to take their part in encouraging the community to provide ade-

State Textbook Adoptions on a New Basis

Louisiana Wants Publishers to Cut Out Knocking

IN the recent State adoption of high school textbooks the Louisiana State Department of Education put forth certain conditions and proposals to the publishers that are noteworthy for both business efficiency and for ethical reasons.

After asking for submissions and bids from the publishers, State Superintendent T. H. Harris set forth the conditions:

High School Textbooks were examined by the High School Division of the State Department of Education and the State Superintendent and they were adopted by the State Board of Education.

Representatives of publishing companies were given opportunity to present to the examiners the merits of their books during the week—January 26th to 31st, 1925. Each representative was given all the time that he required to present the merits of his publications.

Individual hearings were accorded representatives of publishing companies. Members of the State Department of Education accepted no invitations to dinners or requests for interviews on the part of representatives of publishing companies. The hearings constituted the sole opportunity to speak in the interest of the books, except that written communications might be filed.

Samples of books to superintendents and teachers was emphatically discouraged and it was suggested that the interests of no publishers would be served by stationing representatives in Baton Rouge during the period of examination of textbooks.

At the outset of the hearings, Superintendent Harris called all the representatives of the publishing companies together and again emphasized these conditions. The Superintendent added that he wanted no representative to waste the time of the examiners by unnecessary preliminary speeches and explanations. He requested that the representative spend his entire time talking his own textbooks.

The most striking condition set down

to the publishers' representatives pertained to a practice of knocking the competitor's books.

If during the presentation of his texts the representative had any adverse criticism to offer concerning a particular competing text he had to notify the examining board. A stenographer was then called to make copies of the criticism offered, one copy to be retained by the examiners for their consideration, one to be sent to the publisher of the competing text and one copy to the home office of the representative's company.

Of course, there are marked differences in content and method of texts. There are differences of organization, presentation, and style. But there are always standards for judging textbooks in any field and these are well known to the competent school authorities. Most school people consider it a great waste of time and a real affront to their intelligence, dignity, and finer nature for the representative to throw mud and defame competing texts.

School leaders and publishers are likely to concur with the Louisiana State Department of Education in the opinion that the practice of knocking competing texts should be eliminated.

Discount That Counted

In American bookselling circles it is customary to allow a discount to publishers, authors and personal friends. When Mark Twain once visited a bookshop he chose a book and said to the assistant:

"Now, as a publisher I am entitled to a discount of 50 per cent. As an author I am also entitled to 50 per cent., and as a friend of the proprietor I should get 25 per cent. Now, what's the price of the book and what do I have to pay for it?"

The assistant did some rapid figuring and handing over the book, said:

"I guess we owe you 75 cents. Here you are. I hope we may have your further patronage!"—*Jugend (Munich)*.

The Education of a Retail Sales Force

Recent Commerce Reports Bulletin Has a Complete Program

Introduction

WERE the retail merchant to ask ten shoppers leaving his store what phase of store service is in most urgent need of improvement, the reply would invariably be the same and, in all probability, would *not* be the answer given in the days when he personally served each customer. The salesman, who was also proprietor and buyer, had every opportunity to learn the business of selling. As retailer he studied the characteristics of his community before ordering stock; he carefully considered the relative selling points of the various kinds of merchandise, and, armed with this special knowledge, was able to meet each customer with cheerful confidence that in the store there was something to satisfy that customer's particular need or desire. With great pride he watched the steadily enlarged stream of patronage pouring into the store to buy his merchandise in preference to any other. Every return visit of an old customer was a tribute to his policy of honest dealing and courteous service.

The public is quick to note a lack of expert service in a store which has grown beyond the point where the proprietor can come in personal contact with each shopper. No one else can be found who has the proprietor's vital interest in every detail which makes a sale and a satisfied customer. The secret of the merchant's ability to please customers lies in this intensive study of people and the merchandise which might suit them, plus his personal interest in the increase of trade.

A retail-store proprietor can not expect employees to duplicate his efficiency in selling. It is desirable, however, that they reflect his ideas and methods to the extent that careful training makes possible. When the results of this training become apparent to the employees themselves, they may develop to some degree the proprietor's greatest selling asset—*pride in their store*.

Realizing the great need of improved salesmanship, many retailers are now giving serious attention to educating their clerks. Haphazard methods are no longer looked upon with indifference, and training programs are being developed to give better service to customers, increased profits to retailers, and improved employee relations.

Training departments have been inaugurated in many of the larger retail stores under the direction of competent advisers, and the principles of selling—how to display and talk merchandise, how to deal with different types of customers, how to increase sales by suggestion, and other fundamentals—are being impressed upon the selling staff. Sooner or later it will be recognized that even a store which is not large enough to afford a trained specialist as educational director is not small enough to ignore the question of employee training. Without experience or training no one is an efficient salesman, tho some are more adapted to selling than others and will in time profit by experience gained at the expense of the employer. Left to learn by experience, however, a certain percentage of the naturally efficient will grow careless and wasteful.

Whether the merchant plans it or not, his sales people are receiving training, either good or bad, at his expense. As a matter of economy, the training given should be directed to the store's advantage. Certain definite factors must govern salesmanship education in order to produce the most satisfactory results in the shortest time. This study suggests important principles and outlines some courses now being successfully used in retail stores. Just what methods and procedure apply to his own business is left for the individual merchant to determine. Well-directed training of the retail sales force is possible and practical in small as well as in large stores and will react to the advantage of retailer.

Advantages of Educating the Retail Sales Force

Advantage to the Retailer

The bookseller's need of an efficient sales force is the basic reason for educating his employees to sell. In order to continue in business at all under conditions of present-day competition, a bookseller must give constant attention to details which tend to increase sales and reduce costs. An establishment well filled with books is of no profit to a retailer until they are sold; and, securing an architect to plan a building more attractive than his neighbor's, an expert to buy stock, and displayers to arrange stock skillfully—all of this preparation for the purpose of making sales is of little advantage to the bookseller if he permits the final act of selling to be performed by more or less indifferent clerks.

The retail sales employees act as the owner's substitute. The owner's business is their business. The retailer can scarcely expect his employees to take an interest in promoting sales unless they have had effective training in the principles of good salesmanship, know the important facts in connection with the merchandise handled, and have a profound respect for the policy of the store.

From the number of affirmative statements received by the domestic commerce division, it is safe to assert that retailers who have given definite attention to the education of their sales force recognize well-directed training as an important factor in promoting sales and reducing costs. Some were frank to admit doubt as to their having made use of the best method of training, tho all expressed opinions to the effect that any conscientious attempt to educate the sales people is likely to be more economical than no attempt at all.

In enumerating reasons why customers fail to return to the store, the three commonly attributable to the sales force are:

- (1) *Lack of courtesy received during sales transactions.*
- (2) *Misunderstandings arising from careless and inefficient selling.*
- (3) *Misrepresentation of merchandise.*

Increased good will of customers is one of the first evidences of successful personnel training.

A department store manager related the following incident, which is an interesting example of how a sales force may be influenced. His personnel director called attention to the fact that, notwithstanding the store's rules of exacting a penalty for errors made on charge checks, the record of a group of 100 clerks for the previous month showed 33 errors made. The value of accuracy in store service was discussed at the next class meeting, and a prize of \$1 was offered to each sales clerk whose record for the month showed no errors in making out sales checks. The clerks appeared to be genuinely shocked at the possibilities of loss to the store as a result of their carelessness in this respect, and the next month's report showed only nine errors. During the months that followed considerable enthusiasm was aroused over the honor list, and one evening some time later the entire force dropped in at the trainer's home and announced a surprise party to celebrate the fact that no errors were reported for the preceding month.

Tally cards to check up sales made thru suggestion are being used in some stores, and several reported a decided increase in the volume of sales directly attributable to teaching the sales force tactful methods of making sales to those who are "just looking." A few minutes' talk on how to suggest sales without being overpersuasive may be the means of securing at least one extra sale a day from each employee.

In a recent case of bankruptcy a small store passed into the hands of an experienced retailer who decided to be personnel director in his own store. As a preliminary step to the education of the sales staff, a month's record was kept of losses which could be directly traced to ignorance or carelessness on the part of employees. He was unable to quote the exact figures, but stated that the loss from overmeasurement alone was astonishing. This same retailer said that during one day he heard "I am sorry we do not have any" given three times in apologetic reply to requests for items which were later found to have been mislaid.

Proper education leads to the right, short, and easy way to sell merchan-

dise and saves time for both the customer and the store. A knowledge of losses caused by damage to stock as the result of poor care and improper handling may stimulate the sales force to greater effort in the care of merchandise. An interested and capable sales force will also appreciate the value of artificial helps which are used to attract the customer and increase sales. For example, special window displays and departmental sales may profitably be explained to all of the selling force. Calling the attention of the sales force to advertising and community activities may also be an aid in developing a proper spirit of co-operation. Tactful instruction in business ethics leads the employee to a professional attitude toward his work and simplifies problems relating to discipline and honesty of service.

Vocational training in retail salesmanship is said to have been originally adopted in an effort to reduce labor turnover. In some large department stores labor turnover has been found to amount to 100 per cent a year. In connection with the necessity in the past for frequent hiring it may be stated that, according to an estimate by experienced retailers, the cost of breaking in each new employee varies from \$50 to \$200. Dissatisfaction among employees has been noticeably lessened in stores which have adopted the uniform policies which are generally a part of the organized educational program.

In many cases the store which has a well-conducted training department will find its sales organization a satisfactory source of future executives. Under the old policy the typical salesman began his employment with an untrained mind and was allowed to drift along in an environment not conducive to mental alertness. Instead of growing to be a person of executive ability, he merely acquired in the performance of routine duties just enough skill and good judgment to keep him on the job until he was too old to work. Under the new plan of store education individuals are encouraged in developing qualifications required for administrative work. This is to the mutual advantage of the store and employee, since it is usually true that in a retail store an expert with years of experience is more valuable than an expert who must adapt himself to the

needs of the establishment in which he has had no experience.

Retail stores which have persisted in systematically educating the individual with regard to his own job and the progress and policy of the organization awaken interest in the work and change mechanical motions indifferently performed into pleasant duties enthusiastically undertaken. People like to shop where enthusiasm is apparent in the form of courteous helpfulness, which is the natural outgrowth of loyalty to the store.

A Truthful Blurp

A MEMBER of the editorial staff of a leading publishing house took a professional vacation a little while ago and when called on to write a "blurb" on the new book of a quite famous author, produced the following paragraph. It gives some indication of why publishers give ready attention to new authors:

"This is a God-awful book done by a woman who a generation ago could write. It is filled with flatulent, vapid, colorless people, bored with existence, and is conspicuous for its lack of vitality and charm. Seldom has such thin soup appeared on our menu; seldom have mannikins moved more woodenly, bored more languidly, married more promiscuously and ridiculously; and refused to imitate life more stubbornly and successfully. Readers of —'s —, will be sore as — at having bought this latest novel by that favored author and the publishers confidently expect it to take its merited place among the season's outstanding plugs."

The Final Problem

Look in on Sherlock Holmes today,
The great detective, old and gray,
Sitting in Baker street;
The faithful Watson by his side
Awaits, with wonder stupefied,
The Master's latest feat.

Behold that keen, ascetic face
Sharpened by many a crucial case,

A moment dubious:

"Watson, that last three-letter word
IS a well-known Australian bird!"

Cries Watson, "Marvelous!"

—Keith Preston in *Chicago Daily News*.

Organizing and Stocking a Bookshop

Helpful Advice from Cedric Crowell

THE third lecture of the course in Retail Bookselling at City College, New York, was on organizing and stocking a bookstore, and Cedric Crowell, manager of Doubleday Page's retail stores, who spoke, did so from experience rather than theory. The first idea you have to confront, said Mr. Crowell, is the volume of business necessary to enable you to pay your bills. If you count on, say, 8% for rent, 10% for salaries, 1½% for shipping, 2% for advertising, 1% for equipment depreciation, 2% for reserve and 5% for general, you have a working basis. If the rental is \$2500 and that is 8% of the volume of business you have to do, you realize that the volume has to reach \$31,300; if your salaries are \$3,640 and that represents 10%, the volume of business must amount to \$36,400. Considering but these two, you see that you would have to do between \$31,300 and \$36,400.

In speaking of bookstores, Mr. Crowell explained that he was talking from the point of view of general bookstores on ground floors. The first thing to do in organizing is to select a location, one on an artery of important traffic, but a book-buying traffic. Do women pass the shop? They're better buyers than men. Are there good neighbors? Like neighbors, not too near for competition, but not so far from you that you're away from your kind and planted between a bakery and a grocery. If possible, avoid a rush location. Has the shop parking space for the convenience of your customers with automobiles? Has it good window display? Natural light? Sufficient stock room? A square shop is better than an oblong one, but square or oblong it is essential that it have an attractive lay-out. And have a little vision. Is there room for growth? Is the ceiling high enough to allow balconies to be built in later? All of this, of course, applies to bookstores in large cities. Requirements in smaller cities are similar except that it is not so necessary to be on an artery of traffic, and it is more necessary to have a distinctive shop.

The next consideration is the type of bookstore desired. That is a choice which will have to correspond to the demands of the community; it is responsible for whether you open a rare and second-hand, a general, religious, fiction and circulating library, a philosophy, business, drama or poetry shop.

The personnel is one of the most important selections to be made. The clerks first considered should be those of wide book experience; the second, those with an academic education. If the clerks have both, so much the better. They should have enthusiasm, interest in books, personality, intelligence, wide interests, imagination and be good at detail; they should be able to meet the customers on their own ground. When you go to buy bread you don't expect the baker to have personality; you're simply buying bread. Books are a decidedly different matter. They demand exchange of interest.

The question of stocking a store is a dangerous one, for if your own enthusiasm does not lead you to over-buying the salesmen will. Go slowly in the beginning. If possible keep your first stock down to \$2,000. If ignorant as to what you should have, go to the publishers and ask their salesmen to pick out 50 of their standard, indispensable items. When you can tell whether your customers want biography and general literature or fiction and juveniles you can buy accordingly. But bear in mind the general warning, don't over-buy. A card index system, listing under the respective publisher, the book, its author, stock on hand, quantity of purchase, discount, etc., is a great help in buying. New books, especially, have to be warily treated. A poor medium of judging, but practically the only way you have is how the author's last book sold. How will the book look when ready for sale? Will the jacket help to sell it? Has it local interest? Is it better than some book already in stock? Beware of conflicting titles on the same subject, but be sure you have the best one. Is it a news book?—perishable as

news. And if you order and sell the book be careful of the re-orders, warned Mr. Crowell. More people over re-order than over-order.

You will have to decide how you will buy, thru the publisher or a jobber. If your amounts of purchase are small it will be preferable to deal exclusively with the jobber. You will get better service, for he has the books of every publisher under his roof and does not mind small orders. However, if your orders are large, it is advisable to stick to the publisher. It keeps you in touch with him in a helpful way. He will probably give you special discounts on mass orders and will keep you informed, in a way impossible for the jobber, of what he is publishing.

A word about "remainders" and subscription books—four words in fact—leave them to specialists. Tho the publisher sells you "remainders" at ridiculously low prices, remember he has tried every conceivable way to get rid of them and, having failed, has passed them on to you. The profit on subscription books is large; so is the risk. They are likely to antagonize good customers, and should, with the "remainders" be avoided by beginners. Some persons can make them pay and the wise thing to do is to let them.

Poe Fund from Poets

THE Poe Cottage Committee, in charge of preserving the house in which the poet lived, having raised part of the funds needed, has announced a prize contest open to all poets, for which there will be an entrance fee of \$2 and a prize of \$200. The Committee estimates that the needed \$2000 will in this way be raised.

This is very interesting testimony to the prevalence of poetry writing in the country, and the Committee in charge evidently has full confidence that some 1,100 or 1,200 poets will send in their contributions and help endow the cottage. This system seems to be somewhat similar in character to the proposal that was once made for raising money for a statue to Pocahontas. It was said at that time that all one would have to do would be to get 5c. apiece from the John Smith's in the country.

Now a Cross Word Magazine

NOTHING has more disappointed the wiseacres than to find that the interest in cross word puzzles has continued thru so many months and still continues unabated. The sales in dictionaries and synonym books seem to go merrily along. Simon & Schuster, the sponsors for the appearance of this epidemic in the book-trade have now produced a *Cross Word Puzzle Magazine*, with the first issue dated March, a handsome magazine of *Saturday Evening Post* appearance and 36 pages. It is on the best of paper with two-color cover. The magazine is edited by L. Stanley Shuford, well known in the book-trade for his editorial work with Baker & Taylor.

One of the features of the new magazine is a cross word puzzle mystery story called "Four Letters Meaning Murder." Then there is an article on "Those Cross Word Puzzle Creatures," including the famous emu, yak, gnu, etc. A thousand dollars in prizes is offered for the best construction of a puzzle, and there is a story of the beginnings of the cross word puzzle epidemic by the three puzzle editors of the *World* who nurtured the idea in the puzzle corner of the paper before Simon & Schuster put the material into book form and started the public career of this old type of puzzle. Dr. Samuel McCrae Cavert, General Secretary of the Federal Council of the Churches of Christ in America, has written an article commending Bible puzzles as an appropriate and instructive Sabbath pastime and himself has contributed a Scripture puzzle.

First Aid on Cross Words

IT would seem as tho an English bookseller had gone even further than the American booksellers in making a connection with the cross word puzzle, as a clipping from the London papers announces that Foyles on Charing Cross Road will solve puzzles free of charge. Every customer of 5s. or more will be entitled to the solution of one current puzzle, and the expenditure of 1s. entitles one to the solution of one word, 2s. two words, and so on, and mail-orders are handled. A special list of reference books is sent puzzle workers on request.

Honorary Fellowship of American Booksellers

Nominations Now Due for New Elections

NOMINATIONS for election to the Honorary Fellowship of American Booksellers, connected with the American Booksellers' Association and established in 1921, may now be sent to the chairman of the Committee on Election, Frederic Melcher, care of the *Publishers' Weekly*.

The membership of the Fellowship now includes twenty booksellers, five elected each year since 1921, and of these two have since died, Charles E. Butler and William Harris Arnold.

Any member of the book-trade is invited to send nominations before April 1st, *these nominations to be accompanied by a brief account of the business career of the nominee and a statement of reasons justifying his nomination to the honor*. The Fellowship was established as a means of giving recognition to booksellers, in whatever field they may be, who have raised the standards of bookselling to a level to be commended by their fellow booksellers.

After all the nominations are in, a ballot will be sent to members of the Booksellers' Association, and three will be elected, whose names will be announced at the annual convention. No special form is necessary in sending in the nominations, and the election is not restricted to any special field of bookselling or even to members of the Booksellers' Association. The Committee will greatly appreciate it if booksellers will give careful thought to this matter and prompt attention in sending in the nominations. Those who have already been elected are:

1921

Charles E. Butler (deceased), New York City.

George W. Jacobs, Philadelphia.

William Harris Arnold (deceased), New York City.

J. K. Gill, Portland, Ore.

Joseph M. Jennings, Boston.

1922

Charles A. Burkhardt, New York City.

Walter S. Lewis, Philadelphia.

Louis Keating, Syracuse.
Sidney Avery, Washington.
C. C. Parker, Los Angeles.

1923

Hon. Edwin S. Stuart, Philadelphia.

Frank Morris, Chicago.

Charles E. Lauriat, Jr., Boston.

John G. Kidd, Cincinnati.

Ward Macauley, Detroit.

1924

Henry S. Hutchinson, New Bedford.

J. Joseph Estabrook, Baltimore.

Vernor M. Schenck, Springfield, Mass.

Alexander Robertson, San Francisco.

Frederic G. Melcher, New York City.

Plagiarism Case

JUDGE KNOX of the Federal Court of New York has handed down a decision which says that the play, "White Cargo" by Leon Gordon, was pirated from a novel entitled "Hell's Playground" (Macaulay) by Ida Vera Simonton. Mrs. Simonton is allowed to recover damages and present profits. The piece has played for 554 performances at Daly's Theatre in New York, and six companies are on the road with it in this country and three in England. The profits are said to have exceeded \$500,000. Among the witnesses who appeared to testify for the defendant, Mr. Gordon, were Brander Matthews and Louis Evans Shipman.

Paris Research Bureau for Literary Work

AN organization known as "Les Compagnons de l'Intelligence" has opened a bookstore for research at 22, Rue Soufflot, Paris, which will be available for American publishers, librarians or scholars. Its ability is vouched for by Miss Parsons, director of the American School of Librarianship at Paris and by the American University Union. The organization includes experts who can do research work in the libraries and archives of France, in literature, science, art or history.

Oxford Press Representative Coming



HUMPHRY MILFORD

HUMPHRY MILFORD, whose name is familiar to every user of Oxford University Press books, as the publisher for the University, is arriving in New York on March 24th, and with him will be R. W. Chapman, secretary of the Syndics of the Oxford University Press, the body which forms the directors of the Press's affairs. Mr. Chapman is well known, also, as a writer and editor, and his authoritative edition of Jane Austen continues to have a wide sale in this country. The visit is a business trip, and arrangements for the visitors are being made by Mr. McIntosh, head of the American office.

An Old Name Passes

THE firm of Gregory's Bookstore, Inc., founded in Providence more than fifty years ago by Harry Gregory, has been dissolved, and its stock of books and other merchandise and the good will have been bought by Richard L. James, an associate of Mr. Gregory for many years, who will

continue the business at 116 Union St. under the name of the R. L. James Book Co. Mr. Gregory, who retires, has been a widely known figure in the trade. During its earlier years he was a regular attendant at the annual conventions of the American Booksellers' Association, where his counsel and help in the discussion of vital questions endeared him to many retailers throughout the country.

Publishers' Association to Move

THE National Association of Book Publishers takes new quarters at 25 West 33rd Street from May 1st, as the building at 334 Fifth Avenue is to be taken down. The new quarters will be exceptionally light and pleasant as they are in the Astor Court Building facing across to the Waldorf-Astoria, and there will be better facilities for conferences and for the business office. This building is under the management of the Waldorf Hotel, which insures a high grade location, and it is only across the street from the office that has been the headquarters of the Association work for the first five years.

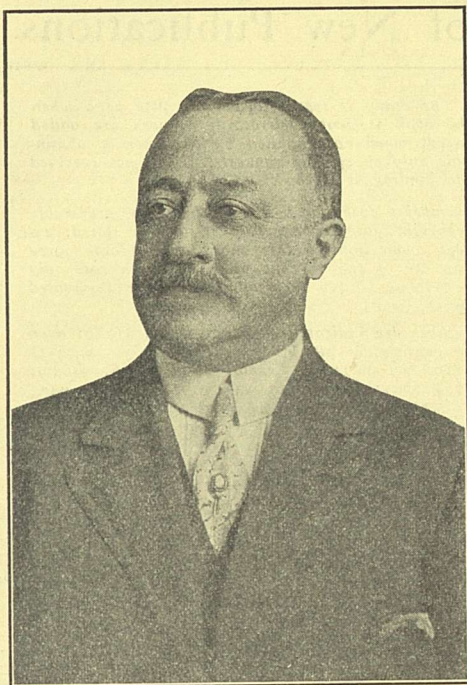
Personal Notes

DANA H. FERRIN, for several years head of the educational book department of The Century Co., has been appointed secretary of the company, succeeding Don M. Parker, resigned, who was the advertising manager of the company's periodicals—*The Century*, *St. Nicholas* and *The American Golfer*. Mr. Ferrin remains in charge of the Century educational books, and T. K. McIlroy has been appointed advertising manager of the Century periodicals.

MORRIS COLMAN, formerly with Thomas Seltzer, has joined the editorial and publicity department of Robert M. McBride.

Business Notes

JOHNSTOWN, PA.—R. A. Gibson, for a number of years manager of the book department at the Penn Traffic Co., has started in business for himself under the name of "Gibby's Shop" at 309 Main St.



T. A. JASPER

Jasper of Burt's Dead

THEODORE A. JASPER, one of the most widely known travelers in the American book-trade, died suddenly on March 6th at Des Moines. He was on one of his regular selling trips when taken with pneumonia. Mr. Jasper was born in 1854 and entered the book-trade, at the age of seventeen, with Harper and Bros., and remained there for thirty years. Since 1900 he has travelled for A. L. Burt & Co. and would have completed his quarter century with this line in the coming fall.

He was one of the oldest and one of the best-loved travelers, and Mr. Burt has received many letters in testimonial from the trade. "We could not if we tried," reads one of these, "tell you of his earnest, faithful, cheerful business courtesy and we feel that all who knew him suffer an irreparable loss." Among his host of intimate friends, he was affectionately known as "Pop," "The" or "Theo." The funeral was in New York on March 9th and was very largely attended by friends, associates and representatives of New York publishing houses.

Obituary

FRANK MOORE COLBY

FRANK MOORE COLBY, teacher, lecturer and encyclopaedist, died at St. Luke's Hospital on March 3rd, 1924, after a long illness. Mr. Colby was Acting Professor of History at Amherst College, lecturer at Columbia University, on the editorial staff of Johnson's Encyclopaedia, Professor of Economics at New York University, and connected with Dodd, Mead & Company as contributor and editor of "The New International Encyclopaedia" and "The New International Year Books" for thirty-four years. He has been editor of *The Bookman*, literary reviewer for *Harper's Magazine*, a contributor to the *New Republic*, *North American Review*, and other periodicals. He was the author of "Imaginary Obligations" and several other books of essays, and was also American editor of "Nelson's Encyclopaedia." His last important work was a Supplement to "The New International Encyclopaedia" completed in 1924.

His loss will be a great one in the world of education to which he contributed so effectively, and to his many friends. His brother-in-law was Frederick A. Stokes of the F. A. Stokes Company.

New Doubleday Store

THE big department store of Meekins, Packard & Wheat in Springfield, Mass., is to be the location of the newest addition to the Doubleday retail stores, and the first of the month this shop will be in readiness. Forbes & Wallace, the other large department store of that city, has been carrying books, and the leading book outlet in the city has been Johnson's Bookstore.

Business Notes

ALPENA, MICHIGAN.—Louise Hood has opened the Alpena Book Shop at 115 W. Chisholm St.

LOUISVILLE, KENTUCKY.—Bertram H. Straus is in charge of the book department of Herman Straus & Sons Co.

SANTA BARBARA, CAL.—Everard C. Meynell is manager of the Book Shop, De La Guerra St., a branch of the George H. Millard Book Store of Pasadena.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date [or best available date, preferably copyright date, in bracket] is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n.d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

Atkey, Bertram

Harvest of javelins; a tale of the east. 300p. D (Popular copyrights) [c. '23] N. Y., Grosset 75 c.

Baskin, Janet

Artificial flower making. 160p. il. (pt. col.) O '25 N. Y., Pitman \$2.50
"A practical craft for domestic science classes, girls' schools, women's institutes, trade classes for millinery and dressmaking, and the homemaker."

Beach, Joseph Warren

Meek Americans, and other European trifles. 232p. D [c. '25] Chic., Univ. of Chic. \$2

These informal essays and sketches describe picturesque characters, scenes and incidents of travel in Italy and France.

Bower, B. M., pseud. [Bertha Muzzey Sinclair Cowan, Mrs. Robert Ellsworth Cowan]

The voice at Johnnywater. 306p. front. D (Popular copyrights) [c. '23] N. Y., Grosset 75 c.

Brookings, Robert S.

Industrial ownership; its economic and social significance. 117p. D c. N. Y., Macmillan \$1.25

Bryce, Ronald

All that I want. 321p. front. D [c. '25] N. Y., Macaulay \$2

The lie of Consrouf Pasha, descendant of the Pharaohs, and educated in England is woven with that of two vastly different girls, a Bedouin princess and a New York debutante.

Buck, Norman Sydney

The development of the organization of Anglo-American trade, 1800-1850. 202p. (7p. bibl.) O c. New Haven, Conn., Yale \$2.50
The author is assistant professor of political economy in Yale University.

Burnet, Dana

It is a strange house. 188p. D c. Bost., Little, Brown
A play, written in expressionistic style, which criticizes modern thought and morals.

Burroughs, Edgar Rice

The girl from Hollywood. 320p. front. D (Popular copyrights) [c. '23] N. Y., Macaulay 75 c.

Butler, Ellis Parker

Many happy returns of the day! 49p. S '25, c. '24, '25 Bost., Houghton bds. 75 c.
In a wise and amusing fashion the author reveals his belief that each birthday is better than any previous one.

Caesar, Caius Julius

Caesar's Helvetian War; ed. for the use of beginners by W. Welch and C. G. Duffield; rev. by Sidney G. Ashmore. 126p. map S (Elementary Latin classics) '25, c. '92 N. Y., Macmillan 48 c.

Caesar's invasion of Britain; ed. for the use of beginners by W. Welch and C. G. Duffield; rev. by Sidney G. Ashmore. 131p. map S (Elementary Latin classics) '25 c. '92 N. Y., Macmillan 48 c.

Calvert, Maude Richman

First course in home making. 320p. il. D '24 Atlanta, Ga., T. E. Smith Co. \$1.20

Barbee, Lindsey

The unexpectedness of Catherine Henry; an eighth grade play for girls in two acts. 36p. S (Denison's juvenile plays) [c. '24] Chic., T. S. Denison pap. 25 c.

Brower, Charles

Why socialism has failed in America. 12p. O '24 Wash., D. C., Rossi-Bryn Co. pap.
Charity organization bulletin; annual report, forty-second year, Oct. 1, 1923, to Sept. 30, 1924. 48p. O '25 [N. Y., Charity Organization Soc., 105 E. 22nd St.] pap. apply

A. I. C. P. (The) eighty-first annual report, 1923-1924. 144p. il. diagrs. O [n.d.] N. Y., N. Y. Ass'n for Improving the Condition of the Poor, 105 E. 22nd St. pap. apply

Armstrong, Ray

It's all in the punch. 12p. S (Denison's vaudeville sketches) [c. '24] Chic., T. S. Denison pap. 25 c.

Atwater, George Parkin

The A-A method for the cumulative endowment of churches. 256p. O '24 Akron, O., Parish Pub. fab. \$6

Chadwick, Charles

The cactus; a novel. 314p. D [c. '25] N. Y., Crowell \$2
 Bob Ellis stumbles upon a double crime in a side street of Greenwich Village, whose mystery leads to an arch-villain in Mexico.

Chambrun, Comtesse de, née Clara Longworth

Playing with souls, a novel; il. with scenes from the photoplay. 368p. D (Popular copyrights) [c. '22] N. Y., Grosset 75 c.

Chase, Franklin H.

Syracuse and its environs; a history, historical and biographical; 3 v. various p. il. Q '24c. N. Y., Lewis Hist. Pub. Co. \$32.50

Christian, Eugene

Uncooked foods and how to use them, with recipes for preparation, healthful combinations and menus. 246p. D '24c. N. Y., Health Culture Co., 1133 B'way \$2.50

Christie, Agatha

The murder on the links. 298p. D (Popular copyrights) [c. '23] N. Y., Grosset 75 c.

Christie, Arthur Carlisle

Roentgen diagnosis and therapy. 326p. il. diags. O '24 Phil., Lippincott buck. \$6

Christie, May

The rebel bride; rev. ed. 308p. D (Popular copyrights) [c. '25] N. Y., Grosset 75 c.

Clausen, Bernard Chancellor, D.D.

The door that has no key; sermons for true Americans. 111p. D [c. '25] Phil., Judson Press \$1.25

Cohen, Octavus Roy

Six seconds of darkness. 299p. D (Popular copyrights) [c. '18] N. Y., Grosset 75 c.

Conquest, Joan

Zarah the cruel. 320p. front. D (Popular copyrights) [c. '23] N. Y., Macaulay 75 c.

Cook book of popular Norse recipes. 82p. S [c. '24] Northfield, Minn., Mohn Pr. Co. 75 c.

Crane, Clarkson

The western shore. 303p. D [c. '25] N. Y., Harcourt \$2
 A novel of undergraduate life in a California university.

D'Arcy, Charles Frederick, archbp. of Armagh

Science and creation; the Christian inter-

pretation. 131p. S (Liverpool diocesan bd. of divinity, pub'ns 1924) '25 N. Y., Longmans \$1.25

Day, Sarah J.

Wayfares and wings, [lim. ed., verse] 112p. D '24 N. Y., Putnam \$1.75

Drago, Harry Sinclair

Smoke of the '45. 311p. front. D (Popular copyrights) [c. '23] N. Y., Macaulay 75 c.

Drake, Maurice

The doom window; a novel. 316p. D [c. '25] N. Y., Dutton \$2
 Stained glass is the subject of an exciting, up-to-date romance of fraud, adventure and big business.

Duggar, John Frederick

Southern field crops; rev. ed. 454p. (bibls.) il. diags. D (Rural textbk'k ser.) '25 c. '11, '25 N. Y., Macmillan \$2.40

Edgar, Henry Capp

A minimum course in rhetoric; rev. ed. 462p. D '25, c. '22, '25 N. Y., Century \$1.50

Eiker, Mathilde

Mrs. Mason's daughters. 367p. D c. N. Y., Macmillan \$2.50
 A novel which is a study of four women of a family, their relations to their work, each other and their environment, but principally of Fernanda, the oldest, who teaches school.

English catalogue of books for 1924. The; giving in one alphabet under author and title the size, price, month of publication and publisher of books issued in the United Kingdom, being a continuation of the "London" and "British" catalogues, with the publications of learned and other societies, and directory of publishers. 416p. O '25 N. Y., R. R. Bowker Co. \$4

Esenwein, Joseph Berg

Writing good English. 320p. D (The writer's lib.) [c. '24] Springfield, Mass., Home Correspondence School \$2

Fallows, Samuel

A complete dictionary of synonyms and antonyms, with an appendix [new ed.]. 511p. S [c. '83-'98] N. Y., Revell \$1.50

Ferris, Elmer Ellsworth

Developing sales personality; 2nd ed. 169p. D '25, c. '23, '25 N. Y., Prentice-Hall fab. \$2

Copper flashings; a handbook of data on the use of copper as a flashing material with standard details of construction and specifications for sheet-copper work. 66p. il. Q '24 N. Y., Copper & Brass Research Ass'n apply

Croft, Terrell

Electrical machinery and control diagrams. 305p. diags. D '24 N. Y., McGraw-Hill \$3

Eighteenth report for the year ending Oct. 31, 1924, of the N. Y. Ass'n for the Blind. 66p. il. O (Log of Lighthouse, no. 1) [n. d.] N. Y., N. Y. Ass'n for the Blind, 111 E. 59th St. pap. apply

Financing of education in Iowa (The); a report reviewed and presented by the Educational Finance Inquiry Commission. 301p. diags. O c. N. Y., Macmillan pap. \$1.10

Fisher, Warren S.

Buprestid beetles collected by the Mulford biological exploration in Bolivia. 46p. O (No. 2568, Proceedings of U. S. Nat'l Mus.) '25 Wash., D. C., Govt. Pr. Off.; Supt. of Doc. pap. apply

Free Public Library of Jersey City

Presidential inaugurations. 28p. O '25 Jersey City, N. J., Author pap. apply

Flisch, Julia A.

Old Hurricane; a novel. 356p. D [c. '25] N. Y., Crowell \$2

A story of the poor folk of Georgia in its early days and of their struggle with the soil.

Folsom, Joseph Fulford, and others, eds.

The municipalities of Essex county, New Jersey, 1666-1924; 4 v. various p. il. Q c. N. Y., Lewis Hist. Pub. Co. \$37.50

Fuller, Vincent

The long green gaze; a cross word puzzle mystery. 217p. diags. D c. N. Y., Huebsch \$2

A mystery story in which the reader himself helps to solve the strange murder and theft, by working the cross word puzzles in the book.

Gamewell, Mary Ninde Porter [Mrs. Francis Dunlap Gamewell]

Ming-Kwong "city of the morning light." 223p. il. D [c. '24] West Medford, Mass., Central Committee of the United Study of Foreign Missions 75 c.; pap. 50 c.

The story of the development of missionary work, from early days down to the present, as seen in and around a single composite Chinese city.

Gerard, Louise

A wreath of stars. 320p. front. D (Popular copyrights) [c. '23] N. Y., Macaulay 75 c.

Gibbs, Sir Philip Hamilton

Ten years after: a reminder. 246p. O [c. '25] N. Y., Doran \$2.50

A picture of the world that was before the war, what it went thru, and the things it must face in the future.

Gloag, John

Color and comfort in decoration. 186p. il. O '25 N. Y., Stokes \$3

Gompers, Samuel

Seventy years of life and labor; an autobiography; 2 v. 591p.; 658p. il. O [c. '25] N. Y., Dutton \$10

The absorbing and personal story of the late labor leader covers an important period in American industrial history.

Goodwin, Frank Judson, D.D., ed.

The vigil at the cross; prayers and meditations on the seven words from the cross, with an order of worship for a three-hour service on Good Friday. 75p. D '25, c. '24 N. Y., Macmillan \$1

Grey, Zane

The border legion; il. with scenes from the photoplay. 365p. D (Popular copyrights) [c. '16] N. Y., Grosset 75 c.

Gardner, George Clarence

Massachusetts Bay influence on Connecticut Valley colonial. 20p. il. diags. Q (White pine ser. of architectural monographs, v. II, no. 1) '25 N. Y., R. F. Whitehead, 150 E. 61st St. pap. 50 c.

Greene, Charles T.

The puparia and larvae of Sarcophagid flies. 26p. diags. O (No. 2566, Proceedings of U. S. Nat'l Mus.) '25 Wash., D. C., Govt. Pr. Off.; Supt. of Doc pap. apply

Grinnell, George Bird, and Sheldon, Charles, eds.

Hunting and conservation; the book of the Boone and Crockett Club. 562p. il. O c. New Haven, Conn., Yale \$5

Hadden, Alfred Cort

The races of man, and their distribution. 209p. (12p. bibl.) il., diagr. D c. N. Y., Macmillan \$2.50

The author describes the main groups of mankind, arranged according to physical characteristics and indicates a probable racial history of various areas.

Haldane, John Burdon Sanderson

Callinicus; a defence of chemical warfare. 84p. S (To-day and to-morrow ser.) [c. '25] N. Y., Dutton \$1

The author of "Daedalus" claims that warfare with poisonous gas is not only inevitable but more humane than warfare with explosives.

Halevi, Jehudah

Selected poems; tr. by Nina Salaman. 220p. S (Schiff lib. of Jewish classics) '24c Phil., Jewish Pub'n. Soc. \$2; lea. \$5

The Hebrew text upon which the translation of these religious and secular poems is based, is that of Heinrich Brody's edition and is printed in this volume.

Hall, Sharlot Mabredth

Cactus and pine; songs of the southwest; 2nd ed., rev. and enl. 250p. front. (por.) D '24 c. Phoenix, Arizona, Republican Print Shop \$2.25

Hauser, C. A., D.D.

Latent religious resources in public school education. 319p. O [c. '24] Phil., Heidelberg Press \$2.50

Hayner, Rutherford

Troy and Rensselaer county, New York; a history; 3 v. various p. (2p. bibl.) il. Q c. N. Y., Lewis Hist. Pub. Co. \$30

Heller, Frank, pseud. [Gunmar Server]

Mr. Collin is ruined; a novel, tr. from the Swedish by Pauline De Chary. 335p. D [c. '25] N. Y., Crowell \$2

The lively adventures of a clever and resourceful rogue.

Henry, Arthur

Time; a comedy in three acts. 82p. D (Standard lib. ed.) c. '24 N. Y., S. French pap. 75 c.

Henry, Bp. Hugh Thomas

Catholic customs and symbols. 339p. D c. N. Y., Benziger Bros. \$1.90

Various forms and figures of Catholic usage, ceremony and practice briefly explained.

Hartman, Z.

Tuning up for the wedding. 34p. S (Amateur ser.) [c. '24] Chic., T. S. Denison pap. 25 c.

Henzlik, Frank Ernest

Rights and liabilities of public school boards under capital outlay contracts. 125p. O (Contributions to educ. no. 153) '24 N. Y., Teachers College, Columbia Univ. apply

Hutt, Frank Wolcott, ed.

Henry the Eighth

Miscellaneous writings of Henry the Eighth, King of England, France and Ireland; ed. by Francis Macnamara. 218p. front. (por.) O '25 N. Y., The Chaucer Head, 12 W. 47th St. bds. \$12

The will of Henry the Eighth, two proclamations, letter to the Emperor, songs, love letters to Anne Boleyn and Assertions of the Seven Sacraments are included in this volume printed at The Golden Cockeril Press in England.

Herbert, Agnes, ed.

The writers' and artists' year-book, 1925; a directory for writers, artists and photographers. various p. D '25 N. Y., Macmillan \$1.75

Heston, Alfred Miller, ed.

South Jersey; a history, 1664-1924; 4 v. various p. il. Q '24 c. N. Y., Lewis Hist. Pub. Co. \$32.50

Hicks, Ami Mali

Everyday art. 254p. il., diags. O [c. '25] N. Y., Dutton \$3
The application of artistic principles to house, clothes and commonplace surroundings.

Horton, Robert J.

The man of the desert; a western story. 320p. D [c. '25] N. Y., Chelsea House \$2

Hungerford, Edward

The copy shop. 342p. D c. N. Y., Putnam \$2
The story of a boy ambitious to become a great journalist, and of the man he became whose great dreams had turned to dust.

International who's who among hotel men; a biographical reference work of the hotel industry, 1924-5 ed. 144p. il. Q [c. '24] N. Y., Ahrens Pub. Co. \$3

Jeffrey, Harry R.

Wood-finishing. 177p. il. D [c. '24] Peoria, Ill., Manual Arts Press \$1.50

Jenkins, Burris Atkins, D.D.

The beauty of the New Testament. 240p. D [c. '25] N. Y., Doran \$1.60
An analysis of the literary value of the New Testament.

Johnson, Abner Morse

Memories and other rhymes; il. by Frank Tenney Johnson. 78p. D [c. '24] N. Y., H. K. Fly Co. \$1

Johnson, Maurice

Songs of overcoming [verse]. 117p. il. D [c. '24] Bost., Badger bds. \$2

Kahler, Hugh Mac Nair, i. e., Hugh Torbert Mac Nair and Herring, Donald Grant

Mac Ivor's folly. 286p. D '25 c. '24, '25 N. Y., Appleton \$2

A story of swift-paced action, laid in the Carolina sand hills, where every tendency is to give up the struggle to make the land fruitful, and take the course of least resistance, until the advent of a newcomer, a forceful Scotchman.

Kamm, Oliver and others, eds.

Organic syntheses, v. 4; an annual publication of satisfactory methods for the preparation of organic chemicals. 96p. diags. O '25 N. Y., Wiley \$1.50

Kistler, Rev. Charles E.

This nation under God; a religious supplement to American history. 246p. O [c. '24] Bost., Badger \$2

Klein, Harry Martin John, ed.

Lancaster county, Pennsylvania; a history; 4 v. various p. il., maps Q '24 c. N. Y., Lewis Hist. Pub. Co. \$32.50

Lamb, Charles, and Lamb, Mary

Tales from Shakespeare; il. by Frank Godwin. 323p. il. (col.) O (Clear type popular classic ser.) [c. '24] Phil., Winston \$1.25

Leblanc, Maurice

The secret tomb. 305p. front. D (Popular copyrights) [c. '23] N. Y., Macaulay 75 c.

Lee, Jennette Barbour Perry [Mrs. Gerald Stanley Lee]

The mysterious office. 278p. D (Popular copyrights) [c. '22] N. Y., Grosset 75 c.

Lee, Sir Sidney

King Edward VII; a biography; v. 1, from birth to accession, 9th November, 1841, to 22nd January, 1901. 842p. (bibl. footnotes) il. maps O c. N. Y., Macmillan \$8

The first book of a two volume biography of the late King of England covers the prolonged period of his career as Prince of Wales.

Le Queux, William Tufnell

Behind the bronze door. 319p. front. D (Popular copyrights) [c. '23] N. Y., Macaulay 75 c.

Leroux, Gaston

Missing men; the return of Chéri-Bibi. 314p. front. D (Popular copyrights) [c. '23] N. Y., Macaulay 75 c.

Low, Benjamin Robbins Curtis

Darkening sea [verse]. 40p. O c. New Haven, Conn., Yale bds. \$1

In memoriam, Walter Frederick Handschin, 1880-1922. 26p. il. O '24 Urbana, Ill., Univ. of Ill. pap. gratis

Jenness, Mary

A wheelbarrowful of life; a dramatization of modern industry in China. 23p. S '24 N. Y., Missionary Educ. Movement of U. S. & Canada apply

Kaser, Arthur Leroy

Whoa! a monologue. 6p. S (Denison's vaudeville sketches) [c. '24] Chic., T. S. Denison pap. 25 c.

Lawrence, John E.

Safety razors first; a blackface act. 16p. S (Denison's blackface ser.) [c. '24] Chic., T. S. Denison pap. 25 c.

Lowell, Amy

John Keats, 2 v. 651p.; 670p. (bibl. foot-
notes) il. O [c.'25] Bost., Houghton
\$12.50 bxd.

A notable biography in which are included nine
hitherto unpublished letters by Keats, five unpub-
lished poems and various other letters, never be-
fore printed, which throw new light upon the poet's
life.

**Lowndes, Mrs. Marie Adelaide Belloc [Mrs.
Frederic Sawrey Archibald Lowndes]**

The lodger. 306p. D (Popular copyrights)
[c.'13] N. Y., Grosset 75 c.

**Lyman, Rollo La Verne, and Hill, Howard
Copeland**

Literature and living, bk. 2. 727p. il. D
(Junior high school ser.) [c.'25] N. Y.,
Scribner \$1.56

Literature and living, bk. 3. 736p. il. D
(Junior high school ser.) [c.'25] N. Y.,
Scribner \$1.56

McAlpin, John

Ebb-tide; a book of poems. 48p. D [c.'25]
Bost., Four Seas bds. \$1.50

MacDari, Conor

Irish wisdom, preserved in Bible and pyra-
mids. 241p. D [c.'23] Bost., Four Seas \$2.50

McDougall, William

The indestructible union; rudiments of po-
litical science for the American citizen.
262p. O c. Bost., Little, Brown \$2.50
The author interprets American nationalism
through the psychology of our group life.

MacGrath, Harold

The world outside. 332p. D (Popular copy-
rights) '23 c.'22, '23 N. Y., Grosset 75 c.

McIntyre, John Thomas

Blowing weather. 407p. D (Popular copy-
rights) [c.'23] N. Y., Grosset 75 c.

**Madeleva, Sister Mary [Mary Evaline
Wolff]**

Chaucer's nuns, and other essays; fore-
word by B. H. Lehman. 228p. (bibl. foot-
notes) D c. N. Y., Appleton \$1.50

There are also essays on Francis Thompson and
Edna St. Vincent Millay in this volume, and two
entitled, "The Religious Poetry of the Nineteenth
Century" and "The Familiar Essay in College
English."

Maher, Richard Aumerle

The hills of desire. 257p. D (75 c. lib.) '25
c.'19 N. Y., Macmillan 75 c.

Margueritte, Victor

The bachelor girl; from the French of La
Garçonne; tr. by Hugh Burnaby. 264p. D
(Popular copyrights) [c.'23] N. Y., Macau-
lay 75 c.

Maschwitz, Eric

A taste of honey. 270p. D '25 c.'24 N. Y.,
McBride \$2

A city on the Danube is the setting for the love
triangle of two Englishwomen and a man.

Matthews, Walter Robert, D.D.

The psychological approach to religion.
73p. S (Liverpool diocesan bd. of divinity
pub'ns, 1924) '25 N. Y., Longmans \$1

Maxwell, William Babington

Spinster of this parish. 397p. D (Popular
copyrights) [c.'22] N. Y., Grosset 75 c.

May, Mark Arthur

How to study in college. 263p. S '24 c.'23
Syracuse, N. Y., Syracuse Univ. Bk. Store,
303 University Pl. \$1.50

A book for college and high school students, set-
ting forth principles and ideals of study and show-
ing how they may be put into practice. The author
is professor of psychology in Syracuse University.

Merwin, Samuel

The moment of beauty. 312p. front. (col.)
D c. Bost., Houghton \$2

A realistic novel of life behind the footlights by
the author of "Silk."

Minnigerode, Meade

Lives and times. 223p. il. O '25 c.'24, '25
N. Y., Putnam \$3.50

Four informal American biographies, Stephen
Jumel, merchant, William Eaton, hero, Theodosia
Burr, prodigy, and Edmond Charles Genêt, citizen.

Miró, Gabriel

Figures of the Passion of Our Lord; tr.
by C. J. Hogarth. 309p. O c. N. Y., Knopf
\$3.50

The Spanish author's first book to be translated
into English is a masterly description of the be-
trayal, trial and crucifixion of Jesus.

Molière, Jean Baptiste Poquelin

Les précieuses ridicules; ed. by H. Ashton.
112p. (3p. bibl.) S '24 N. Y., Longmans 90 c.

Molnar, Franz

Prisoners; a novel; tr. by Joseph Szabenyi.
298p. D [c.'25] Indianapolis, Bobbs-Merrill
\$2.50

A novel which centers about a pastry-shop in
Budapest, where young Bohemians lunch; by the
author of "The Swan."

Mortimer, Alfred Garnett, D.D.

Outlines on the Book of Psalms for medi-
tations and sermons. 316p. O '25 N. Y.,
Longmans \$3

Newlove, George H., and Pratt, Lester A.

Specialized accounting. 475p. O '25 N. Y.,
McGraw-Hill \$4

North, Rose Dennis

Dell and Dot in fairyland. 64p. D [c.'24]
Bost., Badger \$1.25

Some old friends in new fairy stories for children.

McDonald, David

A treatise on the laws of Indiana pertaining to
the powers and duties regulating the practice and
procedure before justices of the peace; 5th ed.
1370p. O '24 Cincinnati, O., W. H. Anderson Co.
fab. \$10

Malloy, Louise

The life story of Mother Seton. 29p. il. (por.) D
'24 Balt., Carroll Pub. Co. apply

Morgan, Geoffrey F.

In Hinky-Doodle town; a truly rural musical
comedy in two acts. 54p. S (Denison's musical
comedies & revues) [c.'24] Chic., T. S. Denison
p. 35 c.

Mortimer, Lillian

That's one on Bill; a youthful comedy in three
acts. 82p. S (Denison's select plays) [c.'24] Chic.,
T. S. Denison p. 35 c.

O'Neill, Eugene Gladstone

The complete works of Eugene O'Neill; 2 v. [lim. ed.] various p. O '24 N. Y., Live-right \$12.50

Ossendowski, Ferdinand Antony

The shadow of the gloomy East; tr. by F. B. Czarnomski. 212p. D [c. '25] N. Y., Dutton \$3

A picture of the true Russian people, with their need for culture, morality and conversion to Christianity.

Otis, Arthur Sinton

Statistical method in educational measurement. 348p. il. D c. Yonkers, N. Y., World Bk. \$2.16

Palacio Valdes, Armando

Tristan (Tristán ó el pesimismo), a novel; tr. by Jane B. Reed. 390p. D c. Bost., Four Seas \$2.50

A study of a young poet of pessimistic temperament, with modern Spain as a background.

Palmer, George Herbert, and others

Immanuel Kant, 1724-1924; ed. by E. C. Wilm. 88p. front. (por.) O c. New Haven, Conn., Yale \$2

Eight addresses given at Jacob Sleeper Hall, Boston, on the two hundredth anniversary of Kant's birth.

Parkhurst, Genevieve

A king in the making; an authentic story of Edward, seventeenth Prince of Wales. 248p. il. O c. N. Y., Putnam \$2.50

An intimate biography of the Prince of Wales, who, as Baron Renfrew, recently was our royal visitor.

Patrick, Diana, pseud. [Desemea Newman Wilson, Mrs. Harry J. Wilson]

Dreaming spires; a novel. 361p. D [c. '25] N. Y., Dutton \$2

An English girl, thrown suddenly on her own resources, faces the world without the necessary training to earn her living.

Patrick, George Thomas White

The world and its meaning; an introduction to philosophy. 473p. (bibl. footnotes) D '25 c. '24 Bost., Houghton \$3.50

By the author of "The Psychology of Relaxation."

Peple, Edward Henry

The jury of our peers; a comedy in three acts. 120p. D (Standard lib. ed.) c. '25 N. Y., S. French pap. 75 c.

Perkins, Kenneth

The beloved brute; il. with scenes from Vitagraph photo-play. 319p. D (Popular copyrights) [c. '23] N. Y., Macaulay 75 c.

Ogilvie, F. B.

Ogilvie's cross word puzzle book no. 1. no. p. S c. '24 N. Y., J. S. Ogilvie Pub. Co., 57 Rose St. pap. 25 c.

Ohio State Library

List of books for high school libraries including handbook of school library practice. 150p. diagrs. O '25 Columbus, O., V. M. Riegel, Ohio St. Dept. of Educ. pap. apply

Povah, Major J. W.

The new psychology and the Bible. 32p. S '24 N. Y., Longmans pap. 40 c.

Reavis, William C., and others

Studies in secondary education, v. II: University

Petrie, Cordia Greer- [Mrs. Hayel G. Petrie]

Angeline of the hill country. 181p. il. D [c. '21-'25] N. Y., Crowell \$1.50
Stories of Angeline's first visit to Louisville told in her own words, full of native humor.

Pollock, Channing

The sign on the door; a play in a prologue and three acts. 79p. il. D (Standard lib. ed.) c. '20, '24 N. Y., S. French pap. 75 c.

Presland, John

Dominion; a novel of Cecil Rhodes and South Africa. 312p. D c. N. Y., Stokes \$2
Not only a dramatic chapter of world history, but a thrilling story.

Ridgley, Douglas Clay, and Dillon, Jessie May

Local geography for beginners. 239p. (7p. bibl.) diagrs. D [c. '24] Normal, Ill., McKnight & McKnight 96 c.

Robinson, John Henry

Our domestic birds; a popular primer of aviculture. 327p. il. D [c. '13, '24] Dayton, O., Reliable Poultry J'n'l Pub. Co. \$2.50

Roe, Edward Payson

Barriers burned away; il. with scenes from the photoplay. 480p. D (Popular copyrights) [72-'00] N. Y., Grosset 75 c.

Roget, Peter Mark, M.D.

Thesaurus of English words and phrases [cross word puzzle ed.]. 705p. O '25 N. Y., Theo. E. Schulte, 80 Fourth Ave. \$1.75

Ruggles-Brise, Sir Evelyn

Prison reform at home and abroad: a short history of the international movement since the London Congress, 1872. 205p. O '25 N. Y., Macmillan \$2

Ryan, Marah Ellis Martin [Mrs. S. Erwin Ryan, Ellis Ryan, pseud.]

The dancer of Tuluam. 209p. (1p. bibl.) il. D '24 c. Chic., McClurg bds. \$2
A tale of Yucatan laid in the twelfth century.

Sandreaux, Auguste

The mystical state; its nature and phases. 204p. D '24 N. Y., Benziger Bros. \$2.25

Seifert, Mathias Joseph, M.D.

Synthesis of medical terminology. 30p. O c. N. Y., Macmillan \$1

Seltzer, Charles Alden

Brass commandments. 301p. front. D (Popular copyrights) [c. '22, '23] N. Y., Grosset 75 c.

high school, University of Chicago. 202p. O (Supplementary educ. monographs, no. 26) [c. '25] Chic., Univ. of Chic. pap. \$1.75

Relyea, Pauline Safford

Diplomatic relations between the U. S. and Mexico under Porfirio Diaz, 1876-1910. 91p. (1p. bibl.) O (Smith College studies in hist., v. 10, no. 1) '24 Northampton, Mass., Dept. of Hist. of Smith College nan. apply

Report of the state park and forest commission to the governor for the fiscal term ended June 30, 1924. 84p. il. map diagr. O (St. of Conn. pub. document no. 60) '24 Hartford, State of Conn. pap. apply

Shaw, Stanley, i.e. Frederick Stanley

The woman tamer. 311p. front. D (Popular copyrights) [c.'23] N. Y., Macaulay 75 c.

Sheldon, Edward Brewster

Romance. 232p. front. (por.) D (Standard lib. ed.) [c.'12-'14] N. Y., S. French
pap. 75 c.

Shields, Pauline Rice

Life's windows [verse]. 136p. T [c.'25] Cincinnati, O., [Johnson & Hardin] \$1

Sinclair, May

The rector of Wyck. 258p. D c. N. Y., Macmillan \$2.50

The thirty years of the rector's incumbency make a wonderful change for the better in the village of Wyck, but the author shows what the toil of those years did to the rector and his wife.

Slattery, Charles Lewis, bp.

William Austin Smith; a sketch; il. by nine essays of Dr. Smith. 253p. il. D [c.'25] N. Y., Dutton \$2.50

The life and selections from the writings of a prominent clergyman and former editor of *The Churchman*.

Smith, Mary Constance

Our pastors in Calvary; biographical sketches of parish priests of St. Louis, 1854-1924. 174p. il. D [c.'24] [St. Louis, Mo.], Author, 5798 Pershing Ave. \$3.10

Smith, Winchell, and Cushing, Tom

Thank you; a play in three acts. 129p. il. D (Standard lib. ed.) c.'21,'22 N. Y., S. French
pap. 75 c.

Spearman, Frank Hamilton

Selwood of Sleepy Cat. 334p. front. D '25 c. '24,'25 N. Y., Scribner \$2
An exciting story of romance and thrilling adventure in a Western community.

Spence, Lewis, i.e. James Lewis Thomals Chalmers

The problem of Atlantis; rev. ed. 247p. il. maps O [n. d.] N. Y., Brentano's \$3

Spillman, Harry Collins

Making the business speech effective. 282p. diagr. D [c.'24] N. Y., Gregg Pub. Co. \$3

Springer, Norman

Fire Mountain; a thrilling sea story. 341p. D (Popular copyrights) [c.'23] N. Y., Grosset 75 c.

Spyri, Johanna Heusser

Heidi; ed. by Adeline B. Zachert; il. by Clara M. Burd. 303p. il. (col. front.) O (Clear type popular classic ser.) [c.'24] Phil., Winston \$1.25

Steinheuser, Albert Theodore William

The Man of Sorrows; a book of Lenten devotions on the Passion of Our Lord. 318p. D c. N. Y., Macmillan \$2.25

Stone, John Charles

The Stone arithmetic, primary. 320p. il. diagrs. D c. Chic., B. H. Sanborn 72 c.

The Stone arithmetic, intermediate. 335p. diagrs. D c. Chic., B. H. Sanborn 76 c.

The Stone arithmetic, advanced. 335p. diagrs. D c. Chic., B. H. Sanborn 80 c.

Terrell, Dorothy A Beckett

Last year's nest. 314p. D c. N. Y., Appleton \$2

Mrs. Jenny Morris, eternally youthful widow, with a grown daughter, marries a man twenty years younger than herself.

Theosophical movement (The), 1875-1925; a history and a survey. 737p. O [c.'25] N. Y., Dutton \$5

Based upon a series of articles which appeared in *Theosophy*.

Thomas, Robert Gibbes

Essentials of applied calculus; principles and applications, designed for students and engineers; rev. ed. of Applied calculus. 426p. diagrs. D '24 N. Y., Van Nostrand \$2.50

Tomlinson, Everett Titsworth

Scouting on the Mohawk; a soldier of the wilderness. 357p. il. D (Amer. scouting ser.) '25 c.'05,'25 N. Y., Appleton \$1.75

Train, Arthur Cheney

His children's children. 397p. il. D (Popular copyrights) [c.'22,'23] N. Y., Grosset 75 c.

Twyford, H. B.

Purchasing; its economic aspects and proper methods; 2nd ed. 274p. diagrs. O '24 N. Y., Van Nostrand \$4

Smail, Lloyd L.

History and synopsis of the theory of summable infinite processes. 181p. diagrs. O (Univ. of Ore. pubn. v. 2, no. 8) '25 [Eugene, Ore.], University Press, Univ. of Ore. pap. \$2

Stafford, John Kendrick

Poor father; a three-act farce. 62p. S (Alta ser.) [c.'24] Chic., T. S. Denison pap. 25 c.

Sugar, a basic industry; a brief review, designed to acquaint the general public with the outstanding factors of the raw sugar industry, with special reference to Cuba. 31p. map. diagrs. O '24 N. Y., W. A. Harriman & Co. apply

Taft, Linwood

Joseph; a play in five acts based upon the story of Joseph as found in Genesis. 80p. D [c.'25] N. Y., Century pap. 35 c.

Varley, Charles

Yulius Yensen, yanitor; Swede monologue. 70p. S

(Denison's vaudeville sketches) [c.'24] Chic., T. S. Denison pap. 25 c.

Weltmer, Sidney A., and Weltmer, Ernest

The Weltmer brief course in practical psychology; a key to success, health and happiness in thirty lessons; special ed., rev. 128p. diagr. Q '24 c. Nevada, Mo., Weltmer Inst. of Suggestive Therapeutics pap. apply

Wilson, Edna Erle

Good things for harvest time; an up-to-date entertainment book. 116p. S [c.'24] Chic., T. S. Denison pap. apply

Wise, James Waterman, comp.

Synagogue songs, personal, social, national for synagogue and extra-congregational services. 42p. S '24 c. N. Y., Bloch Pub. Co. pap. 35 c.

Wortham, Louis J.

A history of Texas; 5 v. 2101p. il. O '24 Fort Worth, Tex., Wortham-Molyneaux Co. lea. \$37

Tynan, James J.

The great divide; a novelized version of the photoplay; il. with scenes from the photoplay. 293p. D (Popular copyrights) [c. '25] N. Y., Grosset 75 c.

Van Doren, Carl Clinton

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This is the first of a series of monographs edited by Ernest Boyd, intended to give authoritative accounts of the lives and writings of outstanding figures in contemporary American literature.

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Warren, Maude Lavinia Radford

Carnival colors. 354p. D [c. '25] Indianapolis, Bobbs-Merrill \$2

The love stories of three women of an old American family, headed by a despot, whose will is law to them, until they finally face him in turn.

White, Robert T.

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Whitelaw, John, jr.

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Wilkinson, Charles W.

Well-known piano solos; how to play them; rev. by Edward Ellsworth Hipsher. 284p.

D [c. '15] Phil., Theo. Presser Co., 1712 Chestnut St. \$2

Wilkinson, William J.

Tory democracy. 315p. (4p. bibl.) O (Studies in hist., econ. and public law, no. 257) c. N. Y., Longmans pap. \$3.50

A study in British politics, in the series edited by the faculty of political science of Columbia University.

Williams, Sidney Clark

In the tenth moon. 325p. front. D (Popular copyrights) [c. '23] N. Y., Grosset 75 c.

Willoughby, George A.

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Zangwill, Israel

Too much money; a farcical comedy in three acts. 102p. D (Standard lib ed.) [c. '24] N. Y., S. French pap. 75 c.

Title Index to the "Weekly Record"

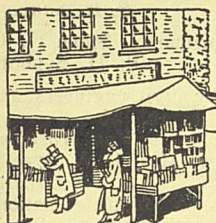
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- Wreath of stars, A. Gerard, L. 75c. Macaulay
- Writers' and artists' year-book, 1925, The. Herbert, A. \$1.75 Macmillan
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- Western shore, The. Crane, C. \$2 Harcourt
- Zarah the cruel. Conquest, J. 75c. Macaulay



Old and Rare Books

Edited by Frederick M. Hopkins



THE new edition of Jack London's "The Iron Heel," recently published by the Macmillan Company, contains an introduction by Anatole France, written for the French edition of the book and translated into English for the present edition. This introduction is said to have been one of the last things Anatole France wrote.

G. P. PUTNAM'S SONS are bringing out a special author's de luxe edition of Emil Fuchs' "With Pencil, Brush and Chisel," printed on Whatman paper, and each volume will have two original etchings made by Mr. Fuchs especially for this edition. Only seventy copies will be offered for sale and the edition is nearly all subscribed for.

THE interest in the collection of manuscripts of English authors from the Morgan Library on exhibition at the New York Public Library since December 1, has been so keen and well sustained that instead of ending March 1, the exhibition will be continued until April 1. The number of visitors, from at home and abroad, shows no decline. This exhibition is probably the most popular of its kind ever shown in this country.

IT is reported that the Soviet Government of Russia has begun excavations under the towers of the Kremlin in search for the famous hidden library of Ivan the Terrible (1530-1584), said to include nearly 1,000 volumes bound in pure gold, and many Arabian, Persian, Assyrian and Byzantine manuscripts and parchments of priceless value. The work is under charge of Prof. Stelletzy, one of the leading

archeologists of Russia. The existence of such a library has been rumored for centuries but its precise location has never been determined.

R. L. POLK & CO., publishers of city directories, have just brought out a special history-directory of New York City to celebrate the 300th anniversary of the city's founding. The title of the volume is "New York: The World's Metropolis. A Commemorative History-Directory," and the author is William Thompson Bonner. The book is divided into seven sections, followed by a bibliography of the literature on New York and a very complete alphabetical index of all the names, incidents and places mentioned in the book.

THEODORE STANTON, whose death occurred on March 1, was busy at the time in making additions to the memorial library he had created at Rutgers. This included many rare books and manuscripts. Among the former are many volumes published in Paris during his long residence there, containing the autographs or inscriptions of their authors, friends of the journalist. The manuscripts include works of Elizabeth Cady Stanton, his mother, documents of historical importance, containing some of the earliest eloquent arguments in favor of extending the franchise to women.

FIRST editions of George Borrow, Sir Robert Burton, John Galsworthy, Joel Chandler Harris, Andrew Lang, Henry W. Longfellow, George Meredith, Charles Reade, Robert Louis Stevenson, James Whitcomb Riley, Walt Whitman and

other nineteenth century authors, the property of various owners and estates, will be sold at the Anderson Galleries March 20. The Stevensoniana includes an extensive collection of first editions of books containing critical and biographical notices, the largest gathering of the kind, ever offered for sale.

A COLLECTION of historical and literary manuscripts formed by the late Oliver Kingsley Brooks of Cleveland; the remaining portion of the library of George Manierre of Chicago, comprising autograph letters and manuscripts of Henry VIII, Elizabeth, Charles I, Addison, Pope, Johnson, Lamb, Fitzgerald, Burns, presidents complete from Washington to Wilson, General Burgoyne's orderly book containing the articles of surrender at Saratoga, together with rare first editions of Aldrich, Bryant, Mark Twain, Cooper, Dickens, Hawthorne, Kipling, Longfellow, Stevenson, Emerson, and others, will be sold at the American Art Galleries March 18 and 19.

THE leading feature of *The Bookman's Journal* for the February number is a story, "The Colonial Secretary" by Dr. A. S. W. Rosenbach. This is followed by "Boswell: His Life, Loves and Letters" by Wilfred Partington; "Post-War Publishing and Editions-de-lust" by Roxburghe; and "The Story of the Amazing Rudge Collection of Rembrandt Etchings," by Harold J. L. Wright. George H. Sargent's "American Notes" are unusually interesting this month. The regular departments are well filled. The first of three installments of "A Bibliography of the Books and Pamphlets of George Bernard Shaw" by Geoffrey H. Wells, is an admirable piece of bibliographical work.

Auction Calendar

Thursday afternoon, March 19th, at 2:30. Valuable autograph letters including letters of all the presidents from Washington down to Wilson. (No. 1372; Items 258.) Stan. V. Henkels & Son, 1304 Walnut St., Philadelphia, Pa.

Friday afternoon, March 20th, at 2:30. First editions of nineteenth century authors. (Items 284.) The Anderson Galleries, 489 Park Ave., New York City.

Catalogs Received

Books, pamphlets, maps, etc. (out of print), relating to South America, Central America and the West Indies. (No. 5; Items 300.) America-South-of-U.S., 44 West 47th St., New York City.
Early printed books, etc. (No. 16.) Harry Stone, 137 Fourth Ave., New York City.
Eastern Americana, including a few items on California and the West. (No. 5; Items 22.) Dawson's Book Shop, 627 South Grand Ave., Los Angeles, Cal.
First editions private press books, illustrated books. (No. 1; Items 412.) The Chaucer Head, Inc., 12 West 47th St., New York City.
First editions, curiosa, extra-illustrated, fine and rare books, etc. (No. 17; Items 393.) Meredith Janvier, 14 West Hamilton St., Baltimore, Md.
Modern first editions. (No. 8; Items 132.) The Centaur Book Shop, 1224 Chancellor St., Philadelphia, Pa.
Rare and curious books and first editions from the private library of Charles F. Quincy, Esq. (Items 336.) McDevitt-Wilson's, Inc., 30 Church St., New York City.
Scientific books and publications of learned societies. (No. 248; Items 3595.) W. Heffer & Sons, Ltd., 4, Petty Cury, Cambridge, England.
Standard philosophical works. (No. 84; Items 1310.) Henry Sotheran & Co., 43, Piccadilly, London, W. 1, England.

THE REVELS OFFICE

1611-1619

17 ColloTYPE reproductions of fragments of documents in the British Museum including three lists of plays with printed transcripts and a brief introduction by F. Marcham, with a Preface by J. P. Gilson, Keeper of Manuscripts at the British Museum. These papers from the Revels Office during Sir George Buc's Mastership are not known to students.

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CATALOGUES MAILED ON REQUEST

Spring Book Index 1925

Quarterly Announcement of New Publications Listed by Author, Title and Series

Important Trade Titles Repeated from Mid-Winter Index

- A B C of gardening, A. real. Macself, A. J. 40c.
\$2 Scribner
Abbey classics, The. ea. \$1.25 Small, M.
New titles: Donne, J., Devotions upon
emergent occasions; Death's duell—The let-
ters of Heloise and Abelard—Moll Flanders
—The Aethiopean history of Heliodorus—
Johnson, S., A journey to the western
islands of Scotland.
- Abbott, C. G. Heavens and stars. il (Lib. of
modern science). Van Nostrand
Abbott, Edith. Historical aspects of the immi-
gration problem. \$4.50 Univ. of Chic.
Abbott, Wilbur C. The new barbarians. \$2.50
Little, B.
Abdomino-pelvic diagnosis in women. Wals-
cheild, A. J. \$10 Mosby
Abernathy, A. T. The apostle's creed. 75 c.
Cokesbury Pr.
Abingdon religious education texts—college
ser. Abingdon
New titles: Lotz, P. H. Current week-
day religious education. \$2.
Abingdon religious education texts—com-
munity training school ser. Abingdon
New titles: Baker, E. D. Kindergarten
methods in the church school. \$1.50
Abingdon religious education texts—weekday
school ser. Abingdon
New titles: Hawthorne, M. O. Hebrew
life and times—teacher's manual. \$1—
Horton, D., Out into life, \$1.25.
Above the shame of circumstance. Whitney,
G. C. \$3. Four Seas
According to season. Dana, Mrs. W. S.
\$1.50 Scribner
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Macmillan
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land. McGraw-H.
Accounting for surplus. Pinkerton, P. W.
\$1.25 Ronald
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A. W. Shaw
Accounting, Specialized. Newlove, G. H. \$4
McGraw-H.
Ace of blades. Stilson, C. B. 75 c.
Grosset & D.
Acid resisting metals. Tungay, S. J. \$2
Van Nostrand
Ackerman, Carl William. Dawes the doer.
\$1 Era Pubs.
Acquiring a home. Blake, C. H. Jr. \$2
Doubleday, P.
Across the Sahara by motor car—from Toug-
gourt to Timbuctoo. Haardt, G. M. \$3.50
Appleton
- Acta sanctorum. Woodward, G. R. 40c.
Morehouse Pub.
Acting and play production. Andrews, H. L.
\$2.25 Longmans
Action and uses in medicine of digitalis and
its allies. Cushney, A. R. \$6 Longmans
Actors and others. Young, R. \$4
Pascal Covici
Actual business English and correspondence.
Deffendall, P. H. \$2.50 Macmillan
Adair, Cecil. Dawn Island. \$2 Greenberg
Acworth, Sir W. M. The elements of railway
economics. \$1.20 Oxford
Adam Bede. Eliot, G. \$1 Dial Pr.
Adams (Abigail), Letters of. (American li-
brary ser.) \$2 A. & C. Boni
Adams, A. B. Economics of the business
cycle. \$2.50 McGraw-H.
Adams, Cornelia. The make-it-up story book.
il. \$1 McBride
Adams, Ephraim Douglas. Great Britain and
the American Civil War. 2 v. il. Longmans
Adams, Franklin P. and others, comps. The
book of diversion. \$2.50 Greenberg
Adams, Harrison. Pioneer boys ser. Reissue.
il. \$1.65 Page
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—The pioneer boys on the Great Lakes—
The pioneer boys of the Columbia—The
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 Kinsolving, David and Bathsbeba, Balto., Renning-
 ton.
 Inman's The Old Santa Fe Trail, 1897.
 Johnson, V. W., Joseph the Jew, N. Y., Harper's.
 Friend, Emil, Masks, Chicago, Ogilvie, 1905.
 Symonds, J. A., Many Moods, London, 1878.
 Walshe, Eliz. A., The Manuscript Man.
 Wynne, F. C., Strong to Suffer.
 Brown, Chas. H., Moses, Boston, 1902.

Aladdin Bk. & Brass Shop, 205 Trumbull St.,
 Hartford, Conn.
 Review Copies Latest Fiction.

Amer. Geographical Socy., 3755 Broadway, N. Y.
 Geographical Review for April, May, June, July,
 Sept., Oct., Nov., Dec., 1916; Jan., Feb., 1917;
 April, 1924.

American Lib'y Service, 500 Fifth Ave., New York
 San Domingo (Santo Domingo). San Domingue or
 Haiti, Books, pamphlets, documents, etc., on.
 American Mercury, Jan., 1924, copies.
 Golden Book, Jan., 1925, copies.
 National Geog., odd nos., 1888 to 1912 inclusive.
 Sat. Evening Post, Sept. 24, Oct. 22, Dec. 17, 1921;
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 Echols, Integral and Differ. Calculus.
 Woodlock, Anatomy of a Ton Mile.

W. H. Andre, 607 Kittredge Bldg., Denver, Colo.
 T. A. Cook, Spirals in Nature, Dutton.
 1899.

Aries Bk. Shop, 116 Delaware Ave., Buffalo, N. Y.
 The Cathedral Builders, Leader Scott, Scribner's,
 Sykes, Petroleum in Colorado Territory, 1865.

Arkansas Bk. Exch., 105 Main St., Little Rock, Ark.
 Johnson, Saml., Early eds.
 Piney Woods, Tavern Tales.
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 The Hecameron.
 Voltairine de Cleyre, Memoirs of.
 Any publications Mother Earth Pub. Co.

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 Ridgely, Annals of Annapolis.

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 Maitland, Equity, Putnam.
 Riordon, Plunkitt of Tammany Hall, McClure, 3.
 Henderson, Life of Nero, Lippincott.

G. A. Baker & Co., 144 E. 59th St., New York
 New York Mirror, vol. 10, 1832.
 Harrison, John Howard Payne, Phila., 1885.
 Memoirs of John Howard Payne, London, 1815.
 Drayson, Tales of the Outspan.
 Bissett, Fighting and Hunting in So. Africa.
 Leslie, Among the Zulus and Amatongas.
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 Stanton, The Essential Life.

Bankers Trust Co. Library, 16 Wall St., New York
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 Beach's B'kshop, 418 N. Meridian, Indianapolis
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 Greek Lines, Van Brunt.

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 Aretino Ragionamenti.
 Atheneaeus, *The Deipnosophists*, 3 vols., Bohn's Library, 1848.
 Borukawski, *Memoirs*, any ed.
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Frances Bird, 4330 Sheridan Rd., Chicago
 Galsworthy, 1st eds.
 Nonesuch Press publications.

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Bobbs-Merrill Co., 185 Madison Ave., New York
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 Ovid, *Art of Love*.
 Rogers, Bruce, *Monotype*.
 Rogers, Carteret Club Bibliography.
 Vale Press Catalogue.

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 Diary from Dixie, Appleton, 1914.
 Armstrong, *Around the World with the King, Armstrong*.
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 Chas. L. Bowman & Co., 118 E. 25th St., New York
 God's Light on Dark Clouds, Cuyler.
 Student's Manual, Todd.
 Life of John Marshall, Beveridge.
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 Famous Affinities of History.
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 John Bunyan, *Life, Times and Work*.

Box 285, Donaldsonville, La.
 Ladies' Home Journal, Dec., 1922.

Box 62, Archbald, Pa.
 McClintock-Strang *Biblical Cyclopedia*, vol. 6 and after, sheep preferred.
 Life of Wolfe Tone, Washington, 1826.
 Madden's *United Irishmen*, vols. 10 and 12.

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 Spears of Destiny, Arthur D. Howden Smith.

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 Among Wild Tribes of the Amazons, Domville-Fife.
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 A Sportsman's Wanderings, Millais.
 Trekking the Great Thirst, Hodson.
 The Land of the Lion, Rainsford.
 Wild Beasts and Their Ways, Baker.
 African Nature Notes, Selous.
 Hunting the Elephant in Africa, Stigand.
 Adventures of an Elephant Hunter, Southerland.
 Elephant Hunting in East Equatorial Africa, Neumann.

A Breath from the Veldt, Millais.
 The Game of British East Africa; Central African Game and Its Spoor, Stigand.
 Records of Big Game, Ware.
 The Book of the Lion, Pease.
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 Essays on Browning's Poetry, Nettleship.
 Intro. to Poetry of Browning, Alexander.
 Memoirs of the Bastille, Linguet.
 Intro. to Durer's Letters and Diary, Merrymount Press, 1909.
 Pragmatism, Peoples Book Ser., Doran.
 Rationalism, Peoples Book Ser., Doran.
 Marjorie Fleming's Diary, McBean, Putnam.
 Origin and Growth of Constitution, Taylor.
 Cambria Steel Hand Book, last ed.
 McGuffey's 4th Reader; about 1885.
 McGuffey's Fifth Reader, about 1853.
 Notes on the Science of Picture Making, Holmes, pub. D. A. & Co., 1909.
 Bigger's Agony Column.
 Graziella, Lamantine, McClurg ed., 2.
 Sandeau, Madeline, McClurg ed., 2.
 Mr. Squem, Taylor, pub. Doran.
 Historic N. Y. During Two Centuries, 2 vols., Goodwin, pub. Putnam.
 Sunset Trail, Lewis.
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 MacLaren, *Post Mortem*.

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Budge, E. A. W., Easy lessons in Egyptian hieroglyphics, 4th ed.
Davis, W. S., Balshazzar.
Davis, W. S., God wills it.
Phillipotts, Good red earth.

Bullock's, Los Angeles

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Hoar Constitutional Conventions, 1918.
Tompkins Commercial Paper, 1912.
Williston's Commercial Law, 1918.
Danaher on Bailments, 1904.
Pollards Patent Digest, 1912.
Alabama Supreme Court Reports, vol. 19.
Lewson's Forms, Pleading & Practice, 1914, 3 vols.
Maine Session Laws, 1917, regular session.
New Mexico Session Laws, 1920.
North Carolina Public Laws, 1920.
Robinson on Patents, 1890, 3 vols.
Harris Before and at Trial.
Thayer, Preliminary Treatise on Evidence, 1898.
Calvo's International Law, 1896, 6 vols.
Chandler's Trial of Jesus, 1908, 2 vols.
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Old Tavern Signs, Fritz Endell, Houghton-Mifflin Co., 1916.

Campion & Co., 126 So. 16th St., Phila.

History of Standard Oil, by Ida Tarbell.
Life of Shakespeare, Hugo.
Shakespeare's Plots, Fleming.
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Repplier's Philadelphia.
Biblioteca Internacional de Obras, 27 vols. (Spanish).
Proceedings of Lodge 2076, London, England, 1884, etc.

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Romola, Geo. Eliot (Photogravure Ed., Winston).

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Lawson, High Cost of Living; Friday, the Thirtieth.

Wallace's Monthly, March 1893 to date.

Century Mag., 1884-1887.

Bridger (Jas.), Biog. Sketches by Dodge.

Child, Oasis, Boston, 1834.

Herrick and Ingalls, How to Finance farmer, private enterprise, etc.

J. Clark Co., 1783 E. 11th St., Cleveland, Ohio

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Scott's Last Expedition.
Taylor, With Scott; the Silver Lining.

Coe Bros., 524 E. Monroe, Springfield, Ill.

Willis P. King, Stories of a Country Doctor, 1891.

Colesworthy's Bookstore, 66 Cornhill, Boston

The Magic Staff, A. J. Davis.
Medical Essays, Oliver Wendell Holmes.
Flagellation and the Flagellants, Cooper.
Flood Tide, Daniel Chase.
Preliminary Treatise on Evidence, Thayer.
First Editions, Stephen Crane and Edgar Saltus.
Godey's and Peterson's with colored plates.
Sacred Books of the East, Tegg, pub.

Colonial Society, Box 343, Richmond, Va. (Cash)

Abstracts of Census before 1880.
Byrd, Col. William, all eds.
Eliot, Romola, fine binding.
Hening's Statutes and Casey's Index.
Josh Billings' Works, one vol. ed.
Messages and Papers of Presidents, describe bind.
New Eng. Dictionary (Murray), set and from T to end.
Peyton's Hist. of Augusta.
Stowe, Uncle Tom's Cabin.
Va. Const. Conventions, all items.
Wilkes Booth, Life and Trial.
Semmes, Service Afloat.

Columbia University Library, New York

Times Imperial and Foreign Trade Supplement, No. 30, September, 1918.

Medhurst, C. Spurgeon, The Tao Teh King: a short study in comparative religion, Chicago, Theosophical Press, 1905.

Fisher, D. C., Hillsboro people, Grosset and Dunlap.

Columbia Univ. Press Bkstore, 2960 Broadway, N.Y.

Mueller-Lyer, History of Social Development.
Nevill, Old English Sporting Books (a special issue of The Studio).
Oakesmith, Race & Nationality.
Rosen, Modern Persian Colloquial Grammar.
Woodhouse, Italy and the Yugoslavs.

Community Bk. Shop, 506 Sutter Ave., Brooklyn, N.Y.

Voynich, Interrupted Friendship.
Watson, Pain and Pleasure.

BOOKS WANTED—Continued

Cornell Co-op. Soc., Ithaca, N. Y.

Sherwood Eddy, *The Prevention of War*, Association Press.

L. M. Cornwall, 229 Pa. Ave. N. W., Wash., D. C.

Abbott, *Woman in Industry*.Clark, *Hist. Temperance Reform*, Mass.Codman, *Brook Farm*.Dewey, *Financial Hist.*, U. S.Hale, *Irish Immigration*.Ford, *American Politics*.Knox, *Banking*, U. S.Stanwood, *Tariff Conv.*, U. S., 2 v.

Buffalo Hist. Soc. Pub., vol. 14.

Furlong, *Rivers of Life*.

Autobiography Stage Coach Driver.

Stanley, *How I Found Livingstone*.

Fuller, A. D. 2000.

Wise, *History Know Nothing Party*.

Letts, Calif. Illustrated.

King, *Gnostics and Their Remains*.Curtin, *The Mongols*.T. O. Cramer's Bk. Store, 1321 Grand Ave.,
Kansas City, Mo.Denton's *Soul of Things*.Pascal Covic, 208 S. Wabash Ave., Chicago
Dramatic Criticism, by A. B. Walkley.

Dartmouth College Library, Hanover, N. H.

Biblical Review, vol. 1, no. 3 and index to v. 1.

Kipling, *How Shakespeare Came to Write the Tempest*.

Dauber & Pine, 83 Fourth Ave., New York

Scottish Rite Masonry, Cerneau Consistory.

Cardinal Newman's Works, complete set.

Dumas, Dartagnan Ed., *Queen's Necklace*, vol. 1;

Olympe de Cleves, vol. 2; Monte Christo, vol. 1;

Comtesse de Charnay, vol. 1; Companions of Jehu,
vols. 1 and 2.

Chiropody, large volume.

Pink, Food and Flavor, 2 copies.

Cull Family of Dorsetshire, England.

Boys England Series.

Old Shipping Registers.

Tomlinson Family History.

Macey, Symbolism of Freemasonry, 1st ed.

Shelling, Elizabethan Drama.

Savage, Genealogical Dictionary, vol. 2.

Bryant, Dict. of Painters, vol. 2.

English and American Dealers please quote on the
following subjects: Fine and Applied Arts; An-
thropology; Primitive Religions; Folklore; Philoso-
phy; Theosophy; Occult Sciences. Good eds. of
the Classics. Prompt cash for all items ordered.

Decker Bros., Lafayette, Indiana

Vols. 1, 2, 4, 7, 8 of Letters Written by a Turkish

Spy, who lived five and forty years undiscovered

at Paris. Ninth edition printed by G. Strahan W.

Mears, S. Ballard, F. Clay, J. Hooke, R. Moote,

R. Williamson, and the Executors of H. Rhodes,
published MDCXX, London.Dennen's Bk. Shop, 37 E. Grand River Ave.,
Detroit, Mich.

Porter, Allen Adair.

Porter, Robert Diabie.

Holt, Rug Book.

Rugs and Carpets, by Humphries.

Clifford, Rugs of Orient.

Rugs and Carpets, pub. by H. B. Clafflin.

Elwanger, Oriental Rugs.

DeWitt's Bookstore, 620 14th St., Oakland, Calif.

House Boats and House Boating.

Douglas, Sherburn House.

Rydberg, Singuella, Grafton Press.

Quartz Operator's Hand Book.

Benson Book of Etching (first and second).

Fugitive Poetry, pub. McKay.

Advertisers' Encyclopedia of Sales Phrases.

Coleman, Elements of Physiology.

Modern Astrology, 1924, Jan., Feb.

Prescott, complete uniform set, bound.

Living Female Writers of the South.

Chemistry of the Ceramic Industries.

De Witt's Bookstore—Continued

Denton, *Soul of Things*, 3 vols.

Lully, Raymond, anything by.

Morning Star, set or vols.

Bohme, *Mysteria Magnum*.Battle of Waterloo, *Fragments Historiques relatives
a la campagne de 1815*, par Le General Grouchy,
Paris, 1829.Battle of Waterloo, *Observations sur la Relation de
la campagne de 1815*, publiee par la Gen'l Gourjand
... par le General le Marchal De Grouchy, 1818.Mrs. Dickens Book Shop, 190 Madison Ave.,
Memphis, Tenn.

The Mystic Rose, Crawley.

Dixie Bus. Bk. Shop, 140 Greenwich St., N. Y.

New Worth and the Balance Sheet, Stockwell.

Accounts in Theory and Practice, Saliers.

Economic Crises, E. D. Jones.

Political Writings of Richard Cobden, 1 vol of first
series, 1 vol. of General Writings.

Tales in Political Economy, 1874, M. C. Fawcett.

Captains of Industry, 2 vols., 1884, James Parton.

Investments of Life Insurance Companies, Zartman.

Tea, Its History and Mystery, J. M. Walsh.

Statistical Studies of the New York Money Market,
Norton.

James F. Drake, 14 W. 40th St., New York

American Book Prices Current for 1900, 1901, 1903,
1912, 1913, 1914, 1915, 1916, 1917, 1918, 1919, 1920,
1922.

Any First Editions of J. T. Foote.

Any First Editions of Arthur Train.

Duffield & Co., 211 E. 19th St., New York

A Diary From Dixie, by Chestnut.

E. P. Dutton & Co., 681 Fifth Ave., New York

Arnold, *Wonderful Adventures of Phra the Phoe-
nician*.Bullock, *Diplomatic Relations During the Civil War*.Baring-Gould, *Family Names and Their Story*;

Strange Survivals; Book of Ghosts; Legends of

Old Testament; Book of Were Wolves.

Brougham, Lord, *Recollections of a Long Life States-
man of the Time of George III.*Burnett, *The White People*.Browne, B., *Conquest of Mt. McKinley*.Bosher, *Man in Lonely Land*.Braon, *The Life of the Most Rev. John Hughes*.

Crittwell, M., Luca and Andrea Della Robbia and

Their Successors.

Conrad, *Writers of the Day Series*.Chambers, *The Red Republic; The Reckoning*.Cox-Jones, *Popular Romances of the Middle Ages*.Darwin, C., *Origin of Species*, Appleton, 1889.Day, *Red Lane*.

Divine Fire.

Dreyfus, Captain Dreyfus Letters to His Wife.

Erman, *Handbook of Egyptian Religion*.

Eliot, Daniel Deronda, cabinet edition, vol. 3.

England, A., *Darkness and Dawn*.

Fools Paradise, humorous picture book.

Fitzwilliam and Hand, Jacobean Embroidery.

Gissing, G., *The Nether World; Born in Exile*;

House of Cobwebs; New Grub Street.

Giles, *Though Your Sins Be Scarlet*.Gunther, *That Frenchman; Mr. Barnes of New York*.Holcombe, *Our Children in Heaven*.

Harper's Weekly, March 17, 1900.

Haggard, *The Brethren*.

Harper's Monthly Mag., Oct., 1909.

Jacobs, *Many Cargoes*, New York, 1897; *At Sunrise*Port, New York, 1902; *Dialstone Lane*, New York,1904; *Sailors' Knots*, N. Y., 1909.Lowrie, *My Life in Prison*.Marryat, C., *Rattlin the Reever*.Milmine, *Life of Mary Baker Eddy*.Madariaga, *Spanish Folk Songs*.Mansfield, *Parisian Romance*.Macduff, *Morning and Night Watches*.Norris, C., *Brass*, 1st edition.Osler, *Michael Servetus*.Pitkin, *Early American Folk Pottery*.Poe, E. A., *Arthur Gordon Pym*.Pendexter, *The Red Belts*.

Queen's Doll House.

Robins, *The Dark Lantern*.

BOOKS WANTED—Continued

E. P. Dutton—Continued

Roberts, Morley, *Life of Henry Maitland*.
 Stephens, J., *The Crock of Gold*, illustrated edition.
 Sinclair, May, *The Creators*.
 Ledgwick, Nest.
 Soult, Mosby's Rangers.
 Simonton, Hell's Playground.
 Salaman, *Old Engravers of England, in Their Relation to Contemporary Life and Art*.
 Twain, *Autobiography*, cloth binding, 1st edition;
Adventures of Tom Sawyer, 1st edition; *Huckleberry Finn*, 1st edition.
 Thompson, *Natural History of the Ten Commandments*.
 Teckla.
 Taylor, *Scient of Approach*.
 Vahcell, *The Hill*, 1st edition.
 Voltaire's Works, good modern set.
 Vance, *Romance of Terrance O'Rourke*.
 White, *Call of the Carpenter*.
 Woolson, *East Angles*.

Edward Eberstadt, 25 W. 42nd St., New York
 California, Oregon, Wyoming, Utah, Montana and the Far West; Books, pamphlets, maps and manuscripts urgently wanted. Any and all items; price no object; spot cash with order. Attention to this notice will prove a source of continuous profit.

Engelke's Bk. Store, 855 N. Clark St., Chicago (Cash)

Nansen in Northern Mists, 2 vol.
 Bible and Its Story, 10 vol., ill. by H & B.
 Dorey's Bible, 2 vol., Cassell, P. Galpin.
 Hamish Inner Studies Heath & Breath.

The Evening Library, 17 E. 8th St., New York
 Cram, *The Gothic Quest*.

E. Farnsworth's Bk. Shop, Broadmoor Arcade, Colorado Springs

Williams, H. Noel, *Five Fair Sisters* (new); *A Princess of Intrigue* (new); *The Women Bonapartes* (new); *A Rose of Savoy* (new); *The Fascinating Duc De Richelieu* (new); *Henri II: His Court and Times* (new); *A Princess of Adventure* (new); *Unruly Daughters* (new).
 Wolf, H. T., *Goldfish Breeds and Other Aquarium Fishes*.

H. C. Feldstone & Co., 1218 Sixth St. N. W., Washington, D. C.

Harvard Classics, describe fully.
 Blakstone Institute Law set (15 vols.)
 U. S. Catalogue, 1912, 1917 and 1918 issue.

T. H. Flood & Co., 176 N. La Salle St., Chicago

Calhoun's Works, 6 vols.
 Calhoun's Works, vol. 6.
 Seward's Works, vol. 5.
 Madison's Works, 9 vols.
 Monroe's Works, 7 vols.
 Harvard Law Review.
 Illionis Law Review.

Foster Bk. Co., 410 Washington Ave., St. Louis
 National Geographic Magazine, any issue.

Foster Brown Co., 472 St. Catherine St. W., Montreal
 Maurice Hewlett, *The Mask of Dead Florentines*; *Half Way House*.
 Darkness and Dawn, by George Allan England.
 Agnes Laut, *Vikings of the Pacific*.

Fowler Bros., 747 So. Broadway, Los Angeles
 Handley Cross, by Jorroux.
 The Hexapla.

Philip Howard Furman, 363 W. 51st St., New York
 Beadle's Original Dime Novels, 16mo., pictorial wrappers, Beadle & Co., 1860-1876.
 Munro's Indian Novels, 16mo.

Gammel's Book Store, Austin, Texas
 Catalogues of all second-hand book-dealers in the world.
 Bulwer's Plays.
 Anything on Texas.

M. Germann's Bk. Exchange, Fayetteville, Ark.
 Walter Pater's *Child in the House*, good library edition, 2 copies.

J. L. Gifford, 141 Halsey St., Newark, N. J.
 Encyclopedia Americana, latest edition.

J. K. Gill Co., Third and Alder Sts., Portland, Ore.
 Story of Holland, by Rogers, pub. by Putnam's.
 Geology of Oregon, by Condon.
 International Cook Book, by Filippini.
 Science of the Christ, by Ursula Newell Gestefeld.
 Flow of Water, by Ganguillet & Kutter, pub. by Wiley.

Hydraulic Laboratory Manual, by Schroeder & Turner, pub. by Cornell Univ.
 History of the Union Pacific, by John Patterson Davis.

Well at the World's End, by William Morris.
 Story of Grettir the Strong, by William Morris.
 Volume I, Dakyn's trans. of Xenophon's Works.
 Eve of St. Mark.
 Soul of Lincoln, by Barton, pub. by Doran.
 Cycle of Reading, by Tolstoi, pub. by International Library.

Napoleon, by Thos. Watson, pub. by Macmillan.
 Twenty-first Burr, by V. Lauriston, pub. by Doran.
 Bible of Bibles, by Kersey Graves, pub. by Peter Eckler.

Geography of Heavens, by Burritt.
 Mount McKinley and Mountain Climbers Proofs, by Balch, pub. by Campion.
 Behold the Woman, by Harre, pub. by Lippincott.
 Life and Action, vols. 4-7-8-9-10, pub. by Indio-Am. Bk. Co.

Pioneer Reminiscences of Puget Sound, by Ezra Meeker.

Master Key, by DeLaurance.
 Rhythm of Life, by Chas. Brodie Patterson.
 Son of Mary Bethel, by E. Barker.
 Little Girl in Old San Francisco, pub. by Dodd, Mead.

Ginsburg's Bk. Store, 1821 Pitkin Ave., Brooklyn
 Wishaw, *Being and Doing, Character and Conduct*.
 Palgrave, *Journey Through Central and East Arabia*.
 Dickinson, *Single Hound*.
 Fox, *Hymns and Anthems*, 1841 ed.
 Queen Titania Fairy Story Book.
 Bible of Bibles.
 Melville, *Pierre*, not a first.

Gittman's Bk. Shop, 1225 Main St., Columbia, S.C.
 O'Neill, *Bench and Bar of South Carolina*.
 Calhoun, *The Works of*, complete or odd volumes.
 Aubrey, *Travels Through the Interior Parts of America*.
 Ramsay, *History of South Carolina*.
 Draper, *Kings Mountain and Its Heroes*.
 Longstreet, *Georgia Scenes*.

Globiblion Library, Forest Hills 30, Boston, Mass.
 Haliburton, *Sam Slick, Clockmaker*, complete.
 Inman, *Santa Fe Trail*.
 Perkins, *Annals of the West*.
 Stephenson, *Shakespeare's London*.
 Stoddard, W. O., *Guert Ten Eyck*.
 Tarbell, A., *Lincoln*, 2 or 4 vols.; *Standard Oil*, vol. 2 or set.
 Good Items on London, N. Y. City, and Mexico.

Goldsmith Bk. & Stat. Co., 116 Topeka Ave., Wichita, Kan.

Little Small Red Hen, May Boyen, bd. binding.

Goodspeed's Book Shop, 9A Ashburton Pl., Boston
 Anderson, *Old Panama and Castilla Del Oro*.
 Baker, *Big Game Hunter* (India).
 Benson, *Enchings*, any vols.
 Browne, *The Quest of Life*.
 Butler, *Hist. of Grotton, Mass.*
 Castiglione, *Book of the Courtier*, Opydye, trans.
 Cavendish, *Life Wolsey*.
 Charlevoix, *Hist. of New France*.
 Coolidge, *Have Faith in Mass*, 1st ed.
 Cope and Ashmead, *Chester and Delaware Counties*.
 Crawford, *Southern Italy and Sicily*.

BOOKS WANTED—Continued

Goodspeed's—Continued

- D. A. R. Lineage books, any.
 Dana, Two Years Before the Mast, ltd. ed., ms. bound in.
 Du Chaillu, Equatorial Africa and the Country of the Dwarfs.
 Ellis and Evans, Hist. of Lancaster Co., Pa.
 Englishman's Greek Concordance, leather binding.
 Gilmer, First Settlers of Georgia.
 Holes, Book of Roses.
 Hotten, Lists of Emigrants, London, 1874.
 Hubbard, Lincoln, Little Journey.
 Hurst, Mystery Island.
 Jones, Life of Gov. Dudley.
 Kipling, Outward Bound Ed., clo., vols. after 19th.
 Leith, Siernica.
 Markham, Training of Pointer Dogs.
 Montgomery, Hist. of Berks Co., Pa.; Hist. of Berks Co. in the Rev.
 Music-book styled Old Colony Collection.
 New England Hist. and Gen. Register.
 Hist. of Otsego Co., N. Y.
 Pare, Ambrose, Life of.
 Penfield, Holland Sketches.
 Phillips, Hist. of Transportation in the Cotton Belt.
 Russell, The Death Ship.
 Schoolcraft's Indians, 1851-57.
 Stephen, Hist. of English Thought in the 18th Cen.
 Stryker, Official Register of N. J. Men in Rev. War.
 Tarbell, Life of Napoleon.
 Thompson, Life of Eugene Field.
 Thayer, Short Hist. of Venice.
 The Children of Old Parks Tavern.
 Tobacco, Anything in Any Language, previous to 1850.
 Tyler, Literary Hist. of Am. Rev.
 Tyler, Hist. of Colonial Am. Literature.
 Ware, In the Woods and on the Shore.
 Wayne Co., Indiana, Hist. of.
 Weems, Life of Washington.
 Wilson, Emphatic Diaglot.
 Woods, Hist. of Albemarle Co., Va.
 Genealogies: Beckwith, 1891; Buell, 1881; Coffin, 1881; Doremus, 1897; Drake, 1845; Farley, Fairlie Farlo, 1902; Hawkins, 1913; Irvine, 1908; Merrill; Peck, 1868 and '77; Pratt, 1889; Putnam, Rathbone, 1898; Rulon, 1870; Southworth, 1905; Starr, 1879; Sutton-Dudleys, 1862; Terry, 1887; Trustum, 1881.
 A.1 Genealogical Books and Pamphlets.

Gotham Book Mart, 51 W. 47th St., N. Y.

- Burr, A., Private Journals of Aaron Burr During His Residence in Europe.
 Mirbeau, Experiences of a Lady's Maid.
 Ayers, Alfred, Actors and Art of Acting; Elocution and Elocutionists.
 White, The Westerners.
 White, Grey Dawn.

Gramercy Bk. Shop, 122 E. 19th St., New York

- Peter Pan, 50 Rackham illus., '06.
 Grant's Bk. Shop, 127 Genesee St., Utica, New York
 Zellar, Stoics, Epicureans and Skeptics, Longmans.
 Grimwood's, 24 N. Tejon St., Colorado Springs, Colo.
 Swinburne, Algernon, complete Poetical Works.
 Sudermann, Hermann, Fra Sorge (Dame Care trans.) tr. by B. Overbeck, Harper, 1900.

Guthrie's Bk. Shop, Union Trust Bldg., Pittsburgh

- Colonial Virginia, by Lancaster, pub. by Lippincott.
 Guthrie's Bk. Shop, 566 Wm. Penn Pl., Pittsburgh
 Song Celestial, Arnold, 3 copies.
 Captain Jack, scout, by McKnight.

- E. Hallenbeck, 751 State St., Schenectady, N. Y.
 Chambers, Reckoning; Hidden Children; Cardigan; Maid at Arms.
 Simms, History Schoharie Co., N. Y.
 Federalist, late edition.

- Hampels Book Shop, 211 Wells St., Milwaukee, Wis.
 An Exposition of the Scriptures, by Alexander McClaren, Doran, one set, 17 or 34 volumes.

- Hampshire Bookshop, Northampton, Massachusetts
 Leonard Huxley, Life and Letters of Thomas Huxley, 2 vols., Appleton.
 Sterling, Coke of Norfolk and His Friends, Lane.
 Leslie, Memories of My Mother, first or unexpurgated copy.
 Cross, Life of George Eliot, Crowell.
 Seeley, Fanny Burney and Her Friends.

H. Hanfling, 799 Broadway, New York

- Correspondence School Courses and Text-books.

Hardy's Bookstore, 915 Broadway, Oakland, Calif.

- Haanel, Master Key System.
 Sears, How to Attract Success.
 The Archo Volume.

George Hargens, 2 Tillman Alley, San Francisco, Cal.

- The Lark, complete, or vol. II.
 Books on Arctic Explorations.
 Any book on Swords only.

Harlem Book Co., 53 W. 125th St., New York

- Hasting's Encyclopedia of Religion and Ethics, complete set.

Harmony Book Shop, 51 W. 50th St., New York

- Technique of Rest, Brackett.
 Mystic Talisman, O'Guisek.
 Book on Yoga, Shaftesbury.
 Tantras, Shiva Sanhita, translated.
 Anything on The Word OM or AUM.

The Harrison Co., 42 E. Hunter St., Atlanta, Ga.

- Amram, Leading Cases in the Bible, 1905.
 Cook, Law of Moses, 1903.
 Desty, Criminal Law.
 Poor, Reminiscences.

Harvard Coop. Soc., Harvard Sq., Cambridge, Mass.

- J. H. Leuba, A Psychological Study of Religion (Mac. ed.).
 Sir Gawain the Green Knight, no. 1 of Arthurian Romances, retold by Jessie L. Weston, cloth, gilt top, pub. 1899 New Amsterdam Co. (Davis-Knutt ed.).

Willoughby, Foreign Rights and Interests in China.

Hazen's Bookstore, 238 Main St., Middletown, Conn.

- The Conqueror, Atherton.
 Trevor Lordship, Mrs. Herbert Barclay.
 Hymen, Aldington, Holt, 1921.
 Sea Garden, Aldington, Houghton, 1916.

William Helburn, 418 Madison Ave., New York

- Proceedings of the American Institute of Architects, vols. 1-12, 14-15-16-18-20-21-22-23-27-30-48-52.
 A List of Early American Silversmiths and Their Marks, Hollis French, pub. Walpole Society.

Karl W. Hiersemann, Königstrasse 29, Leipzig, Ger.

- Congres Geol. Int., compte rendu de la Xme sess. Mexico, 1906.
 Congres Geol. Int. XIIme sess., Canada, 1913.
 Barber, Hispano Moresque Ware, Putnam.
 Mumford, Yerkes, Collection of Oriental Carpets, 1911.
 Coll. Charles Hamilton, N. Y.
 Winter, Lit. papyri in the Univ. of Mich. Collection.
 Transact. of the Americ. Phil. Assoc. LIII, 1922.
 Antobogia Hispano-Americana, 1893.

William R. Hill, 945 E. 47th St., Chicago

- Stevenson, Thistle ed., vol. 7.
 Calhoun, J. C., Works, vol. 6.
 Catherine the Great; Peter the Great, Waleszewski.
 La Pucelle, Voltaire, in English.
 Steeplejack, Huneker, vol. 1.

Walter M. Hill, 22 E. Washington St., Chicago

- Five Foot Shelf of Books, Alumni ed.
 Sappho, Poems of, trans. by Cox, Scribners.
 Mommsen, History of Rome, trans. Dickson, Scrib.
 Every Birth Wright, Laughlin, Revell.
 Buchan's Mr. Standfast.

Himebaugh & Browne, 471 5th Ave., New York

- More Fragments From France, B. Bairnsfather.
 Old Love Stories Retold, Richard Le Gallienne.
 A Story of France, Mary McDonald.
 For Thee Alone, Grace Heartshorne, Dana Estes.

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Hochschild, Kohn & Co., Baltimore, Md.

Demie and I: Hazel of Heatherland, Mabel Grundy.
House in the Hudson, Powell.
The Devil's Dictionary, Ambrose Bierce.
Her Dearest Foe, Hector Burt.
Maria Schaeffer.
Facsimile of Doomsday Book of English Land.
Connecticut Yankee, Author's National Edition.
Huneker, 1st eds.
Philosophy of Frederick Nietzsche, Doleson.
Quote all Maryland items.
Cheerful Cherub, 3 copies.
A First Greek Book, L. L. Forman, several copies.
Mr. Doctor Man, Woodruff.
Poetical Works of J. Keats, ed. by H. Buxton
Forman, 1906, Clarendon Press.
Temmy Toddles, good condition.
Embers; Passion Lyrics; Affinity, M. Hathaway.
Twelve Old Houses West of Chesapeake Bay, Addison & Worthington.
Life of Ancient Egypt, Erman, trans. by H. M. Tirard.
Cameo In Red, trans. by S. Merrill.
Peterkin Family, Hale.
Homeric Hymns, Lang.
Psychological Study of Religion, Its Origin, Function, and Future.

Hodby's Olde Bks. Shoppe, 214 Stanwix St., Pittsburgh, Pa.

Wescott, Numbers, Their Occult Powers, etc.

Holiday Bookshop, 10 W. 47th St., New York
Scribners' Magazine, Dec., 1913.
Huysmans, J. K., Down There.
Anderson, S., 1sts, Winesburg, Ohio, Windy McPherson's Son.
Wilson, Romer, Martin Schuler.

J. P. Horn & Co., 1821 Walnut St., Philadelphia
Stoell's History of Christian Knighthood.
Balzac, 40 vols., limited ed., Dent.
Dumas, limited ed., Little, Brown.
S. Weir Mitchell, limited ed., Century Co.

M. Hostetler, 1807 W. Monroe St., Chicago

Always on the market and highest cash prices paid
for books of Casanova Society, Athenian Society,
Kama Shashtra Society, Villion Society, Carrington,
Liseux, and other privately printed books.
Mantegazza Physiology of Love, Hygiene of Love,
Loves of Men.
Randolph, Love, the Master Passion.
Forberg, Figuræ Veneris.
Fuchs, Geschichte der erotischen Runst.
Any book or illustrations on kissing.
Art Lover's Magazine, Jan., 1925.

Paul Hunter, 401½ Church St., Nashville, Tenn.
Cattermole, Famous Frontiersmen, Pioneers &
Scouts.

Rainsford, Immortality.

Wodehouse, Scarab.

Hearn, Kama.

Century Dictionary of Proper Names, late ed.

Well's Outline of History, 4 vols.

Hutchinson, Once Aboard the Lugger; Happy Warrior.

Stockard, History of Guilford County, N. C.

Pollard's Four Years of the War, vol. 4.

Jackson Family, a pamphlet.

Judith's Garden.

Partridge, Passers By.

Wyeth's Life of Forrest.

Appleton's Encyclopaedia of American Biography.

Henderson's Stonewall Jackson.

Beveridge's Life of Marshall.

Anatole France, cloth set, 20 vols.

Gentleman of Elvas.

Nicholay & Hay, Life of Abraham Lincoln.

Webb's Texas Scrap Book.

Clarke's Commentary, 6 vols., pub. between 1830-60.

H. R. Hunting Co., 29 Worthington St., Springfield, Mass.

Johnson & Ranous, Literature of Italy 1265-1907.
Van Vechten, Interpreters and Interpretations.
Hardy, Tess of the D'Urbervilles, vol. 1, Anniversary ed., Harper, 1893.
Bryant, Yuletide Cheer.

H. R. Hunting Co.—Continued

Smith, Fortunes of Oliver Horn.
Smith, Deadlines, 3 copies.
Banks, Boys Motley, 2 copies.
Stanley, My Kalulu.
Outcall, Buster Brown Abroad.
Elliott, Atlanta of the South.
Taylor, Cardinal's Musketeer.
Harben, Woman Who Trusted.
Hurl, Raphael; Reynolds.
Pyle, Ruby of Kishmoor, 3 copies.
Stanley, How I Found Livingston.
Wilmot-Buxton, Stories of Early England, 4 copies.
Blair, Windmills and Wooden Shoes.
Beard, Curious Homes and Their Tenants.
Buck, When Bearcat Went Dry.
Bryant, Pictures and Their Painters.
Caffin, American Masters of Sculpture.
Davies, Around the World with Jack and Dot.
Further Adventures of Quincy Adams Sawyer, 2 cop.
Robinson Crusoe's Own Book by Elms, Boston, 1842.
Whiting, Walks in New England.
Jewett, Strangers and Wayfarers.
Wells, Thirty Strange Stories; Country of the Blind.
James, The Soft Side.
Wedmore, English Episodes.
Kingsley, Star of Love.
Winters, Shakespeare on the Stage, 3 vols.

Hutzler Bros. Co., Baltimore, Md.

Black Douglas, Crochet, pub. Grosset.
Joyous Adventures of Aristide Pujol, Locke, pub.
John Lane & Co.
Romance of Old France, Rich. Le Gallienne, pub.
Baker.

Intl. Art & Science Bk. Co., 35 Nassau St., N. Y.
Chemical, Medical, etc., periodicals in sets or vols.

Iowa State College, Library, Ames, Iowa

N. Y. Legislative Doc. 1924, no. 43.

George W. Jacobs & Co., 1628 Chestnut St., Phila.

A Battle & a Boy, Howard.

The Oppressed English, Beitley.

J. H. Jansen, Caxton Bldg., Cleveland, Ohio

Architectural Record, March, 1920; April, May, July,
Aug., Dec., 1921; March, Aug., Dec., 1922.
Goodyear, Vertical Curves and other Refinements
in Gothic Cathedrals.

Jefferson Bookshop, 353 Law Bldg., Norfolk, Va.

Pirates' Own Book, Portland, Me., 1859.

McIlvaine, 1000 American Fungi.

Lining, J., Hist. Amer. Yellow Fever, 1753.

Garden, Alex, Med. Properties Pink Root, 1764.

Mitchell, John, Acct. Yellow Fever in Va.

Hughes, R. M., Great Commanders, Johnston, N. Y.,
1898.

Amer. Book Prices Current, any after 1914.

Jersey City, N. J., Free Public Library

Evans, R. D., Sailor's Log.

Munsterberg, Hugo, On the Witness Stand.

Rogers, May, Waverly Dictionary.

Seignobos, C., Political History of Europe Since
1814.

Trails, H. D., ed., Social England, 12 vols.

Bailey, L. H., Manual of Cultivated Plants.

Dawson, W. H., German Empire: 1867-1914.

Guggenberger, Anthony, General History of the
Christian Era.

Keller, A. G., Colonization.

Lowell, J. R., My Study Windows.

Morison, S. E., American Revolution 1764-1788.

Schevill, Ferd., Balkan Peninsula from the Earliest
Times to the Present Day.

Thayer, W. R., Life and Times of Cavour, 2 vols.

Thomas, Augustus, Print of My Remembrance.

Johnson's B'kstore, 391 Main St., Springfield, Mass.

Bousset, Jesus.

Seeley, Ecce Homo.

Currie, The Red Watch.

Carl, With the Empress of China.

E. W. Johnson, 343 E. 140th St., New York

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Spaulding's Olympic Games Manual, 1904, 1908.

Kansas City Bk. Exch., 715 Main, Kansas City, Mo.
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Shelley, Mary Woolstonecraft, by Helen Moore,
pub. Lippincott, Phila., 1886.
Sixty Years of Protection in Canada, 1846-1907, Por-
ritt, pub. Macmillan.
Portraits of the Seventeenth Century, Saint Beuve,
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Pearson's Magazine for October, 1920.

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Natural History of Ten Commandments, Seton,
Scrib.
Sawyer Genealogy, Nathaniel Sawyer and Joseph
Walker, Manchester, 1889.

Los Angeles Public Library, Los Angeles, Cal.

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 Survival of Human Personality After Death, F. W. H. Myers.
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Lowry & McCordle, History of Mississippi, 1891.
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M. Tullii Ciceronis, Orations, vol. 2, ed. by George Long and A. T. Maclean, Bibliotheca Classica, pub. Whittaker & Co., London, Eng. 1855.
Bridge, Personal Recollections of Hawthorne.
Browne, Bibliography of Hawthorne, Houghton.
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Biogr. Congress Directory, 1910.
 Birds, American Ornithologist's Union's Checklist,
 1910.
 Birkmire, Planning and Construction of American
 Theatres, 1896.
 Bodman, American Hesperidae, 1908.
 Bonaparte, American Ornithology, 4 vols., 1825.
 Boston Museum Cat. of Greek, etc., Vases, 1893.
 Boutrais, Monastery of the Grande Chartreuse, 1894.
 Bovey, Treatise on Hydraulics, N. Y., 1908.
 Bredon, Railway Taxation, 1897.
 Brewster, Birds of the Cape Region.
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 Britton & Brown, Flora of Northern U. S. A., 3
 vols., 2nd ed., 1913.
 Lescallier, D., Le Trône enchanté, 1817.

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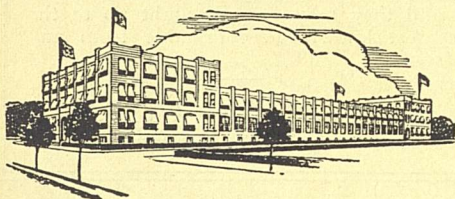
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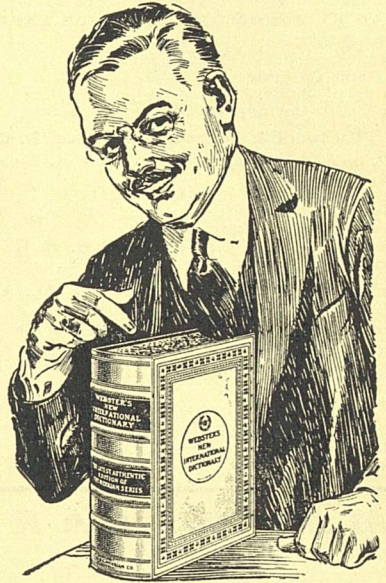
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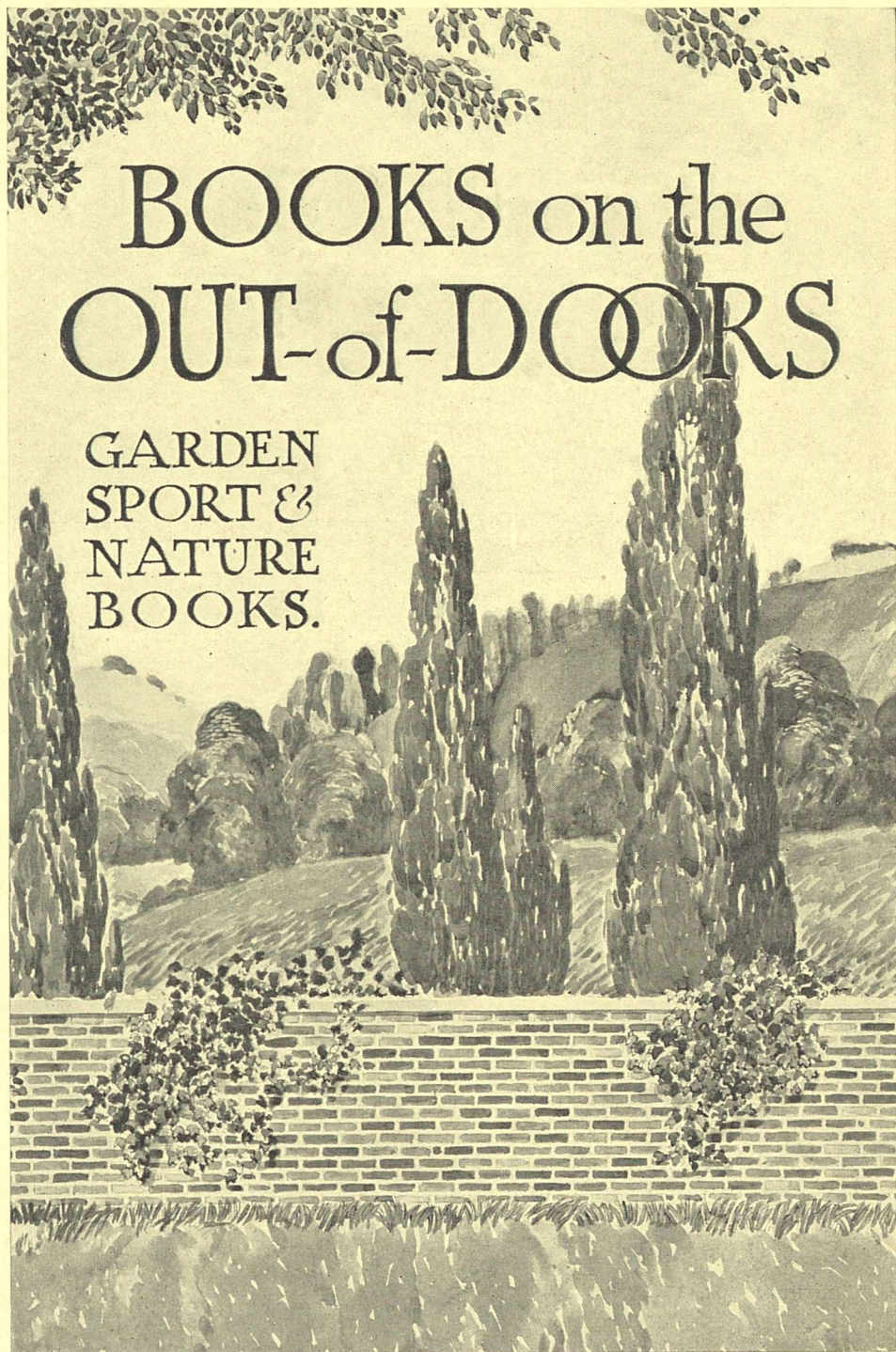
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Get Behind the Sale of Out-Door Books This Year



Posters and Cards from National Association of Book Publishers

The Publishers' Weekly

SPRING ANNOUNCEMENTS 1925

This index lists all new books which have been announced for publishing up to July 1, 1925. Listing is by author, title and series.



Publishers' advertisements with descriptive notes are printed in alphabetical order to afford easy reference.



This index should be used in connection with the

Fall Announcement Index of Sept.	20.	1924
Mid-Winter Index	of Jan.	3. 1925
Mid-Year Index	of July	4. 1925
Fall Announcement Index of Sept.	26.	1925